



# ■ spotlight

March 2010 Vol. 43 No. 3



**Don Foti & John Jatoft**  
SGAs of the year 2009



**Roger Smith**

President & CEO  
AIL & NILICO

## A Dynamic Conquering Spirit

The most rewarding part of leading an organization is seeing others soar high and achieve great things. Each month, as American Income Life and National Income Life Insurance Companies break records, it is an awesome experience to see what all of you achieve.

Two of those achievers together are John Jatoft and Don Foti of the Jatoft-Foti Agency in California. This past year, they had record breaking production for their agency with 65 percent growth over 2008 while maintaining quality of business with 71 percent retention. With such an outstanding performance, I am pleased to announce them as the State General Agents of the Year for 2009.

An observer once noted, "When we accept tough jobs... and wade into them with joy and enthusiasm, miracles can happen. When we do our work with a dynamic conquering spirit, we get things done."

That certainly describes our SGAs of the Year. John and Don and their team continue to meet the challenges set before them with joy and enthusiasm and a conquering spirit. As a result, their agency is growing and continues to expand. Such is the miracle of American Income Life and National Income Life Insurance Companies.

In this issue we also introduce the 2010 Executive Council. According to Dale Carnegie and Associates Inc., effective leaders never lose their focus but keep their eyes on the big

picture. Here at AIL/NILICO, our Executive Council, made up of SGAs who are proven leaders, meet to focus on the big picture. This Council continues to build the AIL/NILICO legacy and "carries the torch" as it leads us into the future.

Past Councils have been responsible for many outstanding ideas and innovations that have shaped our Company. I predict the ideas and innovations brought forth by this year's Council will also make a tremendous difference in our development and success. I look forward to brainstorming with these Council members throughout the coming year!

Again, I hope all of you will join me in congratulating John Jatoft and Don Foti. I also know you will support the efforts and decisions of this year's Executive Council. When we all do our part with a dynamic conquering spirit, together we will achieve our goal of \$250 million before 2014.



**American Income Life**

Insurance Company has been meeting working families' needs for over half a century. We are a leader in the union insurance market and are totally committed to meeting the needs of union members through personal one-on-one service and complete Home Office customer support. You can count on AIL to do what it says it will do.

**■spotlight**

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**SGA CAREER TRACK**

**New Markets  
Opening & Expanding**

There is a growing need for ambitious leaders.

AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an e-mail to: [futuresga@aillife.com](mailto:futuresga@aillife.com).

**TOTAL BONUSES PAID OUT**

This month AIL and NILICO paid a total of \$1,573,030.88 in bonuses. For more information on the monthly bonuses, turn to Page 4.

**Total: \$1,573,030.88**

**REQUIRED RETENTION RATE**

**Effective Jan. 1, 2010**, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first eight months. The rates listed below are for *Spotlight* recognition only.

**Retention: 68.0%**  
**Net to Gross: 78%**

**DATES TO REMEMBER**

**Wednesday, April 28, 2010**, all business and PR credits must be at Home Office to count for April production.

**CORRECTIONS**

**2009 Award Winners**



Mark Gagliardi was #1 in PR Category I for 2009 and his SGA should have been listed as Jatoft-Foti. Mark, congratulations on your success!

Allan Jennings' NET ALP was incorrectly listed. It should have been listed at \$1,924,690.

**SGA** Mark Hancock's name was misspelled.

**The Million Dollar Club** in last month's issue was a complete listing of everyone who has achieved the Million Dollar Club. Qualifiers for 2009 who will be recognized at this year's convention in New York are:

Omar Hashimi, *Jatoft-Foti*  
Daniel Potilechio, *Robert Olson*  
Lily Tchen, *Cohen-Cohen*  
Russell Morris, *Marc Zipper*  
Angeles Ordas, *Furer-Whittinghill*  
Theresa Bellajaro, *Altig-Orlovic*



**BONUS**

PG. 04



**CONTEST RESULTS**

PG. 07



**ANNIVERSARIES & PROMOTIONS**

PG. 08



**SGAS OF THE YEAR**

PG. 12



**2010 EXECUTIVE COUNCIL**

PG. 13



**LOOK FOR ME!**

**LOOK FOR THE ASTERISK**

The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2011 Awards Presentation, are: the top SGA from each category based on the percentage of Net ALP objective, the top two PR Representatives from each category, the top two RGAs, the top five MGAs, the top five GAs, the top SA, and the top ten Individual Producers. You can view the 2011 Convention Qualifications online at [www.aillife.com](http://www.aillife.com) or [www.nilife.com](http://www.nilife.com). Check your production! If there is an asterisk by your position, you could be on your way to Miami, staying at the fabulous Fontainebleau Resort, and appearing on stage! The convention will be held May 30 - June 2, 2011.

## LEADERSHIP BONUS

Qualifier	Amount	SGA
Stephen Hill	\$23,418.00	Steve Friedlander
Ben Halali	18,217.01	Jatoft-Foti
Lorenzo Lameko	14,060.08	Steve Friedlander
Ernesto Magat	12,684.17	Jatoft-Foti
Stephen Jubrey	9,366.61	Oldham-Bianchi
Wayne Fader	9,298.89	Marc Rosen
Byron Paz	8,997.87	Josh Chalom
Doreen Ryan-Foti	8,143.11	Jatoft-Foti
Tiffany Roland	7,751.64	Altig-Orlovic
Gregory Williamson	7,309.90	Slav Bitman

## WORLD'S GREATEST BONUS

Qualifier	Amount	SGA
Ofa Tupouniua	\$5,950.18	Steve Friedlander
Lily Tchen	4,072.76	Cohen-Cohen
Lesina Ah Sue	3,906.13	Steve Friedlander
Ann Wainit	3,772.36	Altig-Orlovic
Pafuti Toleafoa	3,556.24	Steve Friedlander
Ross Ewen	3,498.00	Scott Rehberg
Amy Shui	3,480.94	Eric Giglione
Maria Diringner	3,209.80	Bob Olson
Dustin Dunbar	3,127.81	Alt-Orl-Venekamp
Terrence Asuncion	3,018.16	Jatoft-Foti

## REINSTATEMENT BONUS

Qualifier	Amount	SGA
Sami Mogannam	\$4,022.88	Jatoft-Foti
Lance Martin	2,586.92	Surace-Smith
Benton Tong	1,661.93	Cohen-Cohen
David Higa	1,269.99	Cohen-Cohen
Arthur Westergren	1,117.31	Williams-Zophin
Sarah Quint	1,085.38	Altig-Orlovic
Allan Gilbert	959.03	Bob Olson
Daniel Potilechio	889.75	Bob Olson
Earle Harris	887.64	Williams-Zophin
Nathan Leininger	886.77	Bob Olson

**Bonus Total: \$1,573,030.88**

## Sales Director of the Year 2009

Congratulations!

### Domenico Bertini

Domenico had 76.7% Growth in his territories in 2009 compared to 2008.

Congratulations on this terrific performance.



### Rob Falvo

Senior Vice President of Field Operations

#### Why You Need a Sense of Urgency

None of us can afford to delay our goals, dreams nor responsibilities any longer. Deadlines create a sense of urgency that helps us get things done. Open your eyes, look around you and see all of the wonderful things that get accomplished all due to a deadline and corresponding sense of urgency that is either self-imposed or other-imposed.

- Newspapers and magazines all depend upon deadlines to get printed.
- Federal Express – an entire industry was created to satisfy those with a need for urgent communication.
- Marketers intentionally limit quantity, style, color and size... while using messages like “Hurry!” “Act now!” and “Tomorrow is too late!”... to convey an urgency to buy.
- The government depends on deadlines in order to receive tax monies.

## A Sense of Urgency

An atmosphere of urgency will create an atmosphere of achievement. Have you noticed that the people who make things happen in this world value and share the same sense of urgency? High Achievers work best under a self-determined or externally fixed deadline for achieving objectives. Those who consciously choose not to “sleep at the wheel” realize that regardless of the goal being pursued, they must continually maintain a sense of urgency in order to compete and win.

True greatness is only achieved once we develop a sense of urgency and importance of what we are doing. I mean a sense of urgency to the extent that we feel getting results and achieving our goals is almost a matter of life and death. It’s tragically un-hip to procrastinate. A deadline and strong sense of urgency generates energy toward getting results. In short, they drive people to perform.

Purposely put yourself in a position where you have to perform! One of the biggest mistakes people make when trying to achieve a goal is to plunge ahead without establishing a high enough sense of urgency in themselves and others. Communicating urgency is one of the hallmarks of personal and professional leadership.

#### The Importance of Deadlines!

In an ideal world, behavior shouldn’t depend on deadlines. Behavior should depend on our values, and one of the values of all high performing people is a sense of urgency.

- Deadlines Represent COMMITMENT
- Deadlines Enforce ACCOUNTABILITY
- Deadlines Create a SENSE OF URGENCY

A clearly understood deadline, that is shared, agreed upon and committed to, is the silver bullet of proactive behavior. There is nothing like a good old fashioned, “it’s got to be done by this deadline” that gets people off the bench and into the game.

The lesson: Everything in your world involves the use of deadlines to create commitment, accountability and most importantly, a sense of urgency. It’s time for you to enforce the same principle into your life! Embrace a “Do It Now” philosophy! No matter how intelligent or capable you may be, if you don’t have a sense of urgency, NOW is the time to start developing it. Creating a sense of urgency helps you to replace question marks with exclamation marks!

- The apology that is long overdue? Apologize today!
- The visit you’ve been intending to make? Make it today!
- The daily exercise you were going to do? Start exercising today!
- The broken relationship you’ve wanted to restore? Work at it today!
- The decision to confront your fears? Do it today!
- The commitment to be the best you can be? Make it today!

#### How Do You Create a Sense of Urgency?

Wouldn’t it be great if you could somehow infuse a sense of urgency and ignite passion into your activities as well as those around you? The following are seven ways to create a sense of urgency:

1. Recognize the importance of establishing a sense of urgency.
2. Select the causes of complacency.
3. Identify the strategies for raising urgency levels.
4. Discuss with all parties concerned and create buy-in.
5. Take action and stay focused on the prize.
6. Monitor progress and adjust where and when necessary.

Repeat, reinforce and remind yourself and others of the deadline. If you believe that our business is becoming more competitive, then you must also believe that you need more out of yourself. The best way to do that is to create a sense of urgency into all of your goals and plans.

Remember the wisdom of Leonardo Da Vinci: *I have been impressed with the urgency of doing. Knowing is not enough; we must apply. Being willing is not enough; we must do.*



**Richard Meshulam**

Vice President  
of Quality Business

## Retention Is Easier To Fix Than You Think

We, as well as other insurance companies, are set up to measure new business. Write the policies this week; receive your commissions and bonuses next week. Retention of business is not as easy to measure. While advances may be a byproduct of last week's sales, profitability and future renewals are contingent upon the policy holder making continued future monthly payments.

Total reinstatements received per week vary and measurable retention does the same throughout the year. However, it is the retention of business and reinstatement of lapses that pays off 500% over writing new business. For example, for every \$1 spent on reinstating a policy, there is \$5 of profit in it between renewals and additional sales in the home. Don't get me wrong, writing new business is our primary focus. I'm certainly not denouncing the sale of new policies. (How could there be retention without original sales?) With every new policy sold, there are referrals obtained, and POS to eventually be serviced. But in some cases, policies do lapse.

Rather than continuing to say the word "lapse," let's say "attrition." Attrition can be losses in ALP, policy count or actual customer count. When I was an agent, we knew that if the customer count was there, we could do something about increasing the sale size. The same continues to hold true today. Once we have a customer, we want to keep them for life. In order to keep them, we work POS leads. We contact existing policyholders and provide them with the newest products. We increase their face amount of insurance to keep up with escalating costs. As long as we keep that customer count increasing, we can add to our ALP. The key is to keep the attrition of both policies and total customers to a minimum. In addition to up-selling of policies, servicing the policyholders that we currently have is extremely important. If we don't provide them with service, they will go elsewhere. Or worse yet, not have any life insurance at all when their family needs it.

Something as simple as returning a telephone call will keep policies on the books and paying you for many years to come. One of the major complaints we receive at Home Office is that "the agent never returned my call." They call, leave a message or two or three. Then, when the

agent does not return their call, they contact Waco – and tell them to cancel all their plans. It's a losing situation for all. One cancellation could be the difference. It could deny you being recognized at Convention or in Spotlight. It could deny you from receiving bonuses. It could even deny your being eligible for promotion!

Now, how do we increase our retention of business?

We can stem the attrition of business by paying attention to details — such as account numbers being written properly on the applications, explaining the possibility for rating or denial, or leaving a copy of the summary sheet. All of this is necessary so the applicant knows exactly what they have purchased.

Another important detail is giving full and complete answers to applicants. If we don't either know the answer or are not sure of the answer, tell them "I want to be certain of my answer and I will get back to you." Then, call the applicant or policyholder back with the answer.

Another detail is being cognizant of losses on your advance report. Attack them with the same zeal you used in the home when you made the initial sale. For example, policyholders change bank accounts every day. They may have just forgotten that they had the automatic premium (MBD) coming from that account. A simple phone call or knocking on their door when you are in the area is all it takes. This can fix the problem and keep the policies on the books, thus reducing attrition.

Home Office in Waco is here to serve everyone. But who is best to serve your agency's policyholders? The answer is obvious. It's you! Having an agent in the local office contact a policyholder, come out to their home and go over their plans pays off in additional premium and keeping policies on the books.

We as agents are here to serve the customers we have. The better service we provide, the longer the policies stay on the books. The longer the policies stay on the books, the higher the retention. The higher the retention, the higher our renewals are.

It's about money. Your money!



**Current Contest Leaders:**

**State General Agents**

	Name	1st Six Month STD	Net ALP Growth	Code STD	Average
Cat I & II	Steve Friedlander	500.56%	363.72%	329.09%	397.79%
	Jatoft-Foti	119.95%	161.72%	102.11%	127.93%
	Marc Rosen	140.51%	121.31%	112.00%	124.61%
	Surace-Smith	101.21%	117.51%	130.59%	116.44%
	Oldham-Bianchi	120.48%	128.17%	76.67%	108.44%
	Fred Hadayia	103.31%	95.41%	120.00%	106.24%
	Steve Greer	83.53%	94.42%	140.00%	105.98%
Cat III & IV	Williams-Zophin	127.25%	147.87%	133.33%	136.15%
	Altig-Orlovic-Deley	82.99%	98.67%	193.33%	125.00%
	Allan Jennings	109.47%	103.01%	120.00%	110.83%
	Simon Arias	89.50%	111.03%	122.22%	107.58%
Cat V & VI	Altig-Orlovic-Venekamp	95.55%	94.62%	133.33%	107.84%
	Steven DiChiaro	96.01%	82.98%	138.00%	105.66%

**Managing Agents**

	Name	Codes	Net ALP
RGA	Taina Lameko	87	\$935,388
	Sonny Gurney	52	321,326
	Michael Vasu	36	257,148
	Alex Roland	30	241,255
	Mitch Duplantis	27	220,879
MGA	Stephen Hill	46	\$446,842
	Lorenzo Lameko	29	348,606
	Taina Lameko	31	296,415
	Sita Pereira	22	233,239
	Wayne Fader	19	190,930
GA	Kilisimasi Segal	23	\$257,630
	William Smith	19	205,657
	Chantal Daigle	12	132,156
	Simon Rolland	11	113,733
	Vaaufiao Robertson	10	111,513
	SA	Serah James	13
	Rita Charles	8	161,700
	Norman Sellen	1	120,824
	Roger Weisman	5	83,448
	Amosa Faamanu	9	75,887

**Personal Producers**

Name	Net ALP
Ofa Tupouniua	\$120,824
Roghie Hassan Loo	115,621
Maria Rocha	105,827
Pafuti Toleafoa	105,044
Omar Hashimi	98,446
Lesina Ah Sue	93,664
Erickson Bencosme	90,674
Amir Sedaghat	87,485
Lily Tchen	87,137
Terrence Asuncion	85,288
Steven Stensrud	85,088
Max Quasem	84,357
Eriteta Tauraoi	84,064
Raymond Angeles	82,444
Mele Bigg	82,403
Erez Shabtay	78,597
Marion Magat	78,168
Ross Ewen	76,569
Ryan Kendl	75,655
David Ramirez	72,973

**PR Reps**

	Name	Leads
Cat I	Chuck Hill	21,431
	Vivian Dwyer	9,035
	Mark Gagliardi	8,105
	Rona Spano	8,020
	Larry Lozano	6,616
Cat II	Bernard Weaver	5,100
	Lisa Pletincks	3,429
	Michelle Korb	3,080
	Suny Robinson	3,078
Cat III	Amanda Mlinaz	2,381
	Katherine Kidder	10,817
	Jason Beckman	4,907
	C J Briggie	4,021
	Bonnie Ellingson	3,873
Cat IV	Chelsea Nelson	3,613
	Ken Altizer	14,715
	Jason Ihle	4,311
	Stephen Castleman	4,187
	Tim O'Connor	4,026
Emily Langthorn	3,136	



# PARIS CONTEST

A stroll down the Champs Elysees, a luxurious room in a grand hotel overlooking the Opera House, a sumptuous meal in a fancy French restaurant, the Eiffel Tower observation deck revealing breathtaking views of the fabled city, a tour boat on the Seine River gliding under the quaint bridges, a rainy day spent seeing the world's greatest art treasures housed in the Louvre Museum. All this and more will be part of your experience if you are chosen to go on the trip June 21-26! The contest isn't over yet. Keep working toward the prize! Next month, we announce our contest winners. Will your name be among them?

All agents, managers and public relations people are invited to partake in the competition. The contest period is business or cards submitted and processed by Home Office between October 1, 2009 and March 31, 2010.

Contest winners will arrive in Paris on Monday, June 21 and depart Saturday, June 26.

**PLEASE NOTE:** All figures are Contest to Date beginning October 1, 2009 and ending March 31, 2010.

Retention is required for qualification. However, the results listed are for the top producers in each category irrespective of retention to show who is in the running in case their retention improves. Full qualifications can be found at [www.aillife.com/arc/spotlight.aspx](http://www.aillife.com/arc/spotlight.aspx) and [www.nillife.com/arc/spotlight.aspx](http://www.nillife.com/arc/spotlight.aspx)

## ■ Anniversaries

**28 Years of Service**  
Gary Bleier, SGA

**27 Years of Service**  
Billy Sauers, PR

**24 Years of Service**  
William Verbeten, PR

**20 Years of Service**  
Brenda Di Somma, PR  
Kenneth Madden, Agt

**19 Years of Service**  
Roger Fung, RGA  
Kelly McDonald, Agt

**14 Years of Service**  
Steven Engrav, RGA

**12 Years of Service**  
Randy Stockley, PR

**11 Years of Service**  
Bob Olson, SGA

**10 Years of Service**  
Rob Hay, SGA  
Earnest Loveless, Agt

**9 Years of Service**  
Scott Florin, Agt  
Rebecca Klebsch, RGA  
Krista Thieme, Agt  
Benjamin Van Fossen, Agt

**8 Years of Service**  
Fran Christie, PR  
John McGrath, RGA  
Russell Morris, RGA  
Herivelto Pereira, Agt  
Brenda Stipanovich, PR

**7 Years of Service**  
Philip Anderson, Agt  
Rachel Arenas, RGA  
Michael Bromberg, GA  
Omar Hashimi, Agt  
Adam Kahn, Agt  
James Larkin, Agt  
David Solomonov, SGA

**6 Years of Service**  
Mitch Duplantis, RGA  
Iryna Sushkova, Agt

Michael Zorn, MGA  
**5 Year of Service**  
Corey Carbon, MGA  
Felili Maiava, Agt  
Clayton Menezes, SA  
Rickie Sasser, Agt  
Andrea Yee, Agt

**4 Years of Service**  
Brian Blair, Agt  
Richard Carter, Agt  
Blanton Harper, MGA  
Debra Hurd, PR  
Renee Jeffries, MGA  
Taina Lameko, RGA  
Ryan Nishio, RGA  
Matt Pflueger, RGA  
John Sparby, RGA

**3 Years of Service**  
Maryna Danielian, MGA  
Alvin Hagens, MGA  
Evan Holzhauser, GA  
Corby Jespersion, Agt  
Rencel Jones, GA  
Maurice Jordan, RGA  
Dustin Klingebiel, Agt  
Jeff Lamar, GA  
Keith Litterst, SA  
Emil Mohareb, GA  
Tim O'Connor, PR  
Arnold Pacleb, MGA  
Jonathan Russell, RGA  
Atta Saleh, MGA  
Lee van Delft, Agt  
Huihann Wee, RGA

**2 Years of Service**  
Ini Augustine-Akpan, PR  
Michael Brown, MGA  
Bernard Coffey, GA  
Joseph Flynn, GA  
Mary Ann Gaelic, Agt  
Wayne Green, SA  
Joseph Harris, Agt  
Daniel Johnson, SA

Phillip Kogel, Agt  
Marsela Kresic, GA  
Peter Kwiatkowski, SA  
Brock Lampe, Agt  
Gabriel Manzo, Agt  
Matthew Nereng, GA  
Leila Newman, Agt  
Elvis Obonor, Agt  
Kurt Papenhausen, GA  
T J Powers, MGA  
Lynwood Randolph, SA  
Jacqueline Reim, SA  
Kimberly Riley, MGA  
Theresa Setefano, MGA  
Linda Stadtler, PR  
Ronald Starr, MGA  
John Tippett, Agt  
Bernard Weaver, PR  
Kristi Vang, Agt

**1 Year of Service**  
Charles G Allen, MGA  
Aaron Ashby, SA  
Erwin Ashby, Agt  
Robert Barnes, SA  
William Bishop, PR  
Graeme Bollinger, MGA  
Todd Bornstein, Agt  
Bradford Brummett, Agt  
Shane Burns, MGA  
William Caraway, MGA  
Brian Cenaiko, Agt  
Joshua Champneys, RGA  
Clovis Chan, MGA  
Lorraine Chaney, SA  
Kayla Chavez, Agt  
Peter Chung, GA  
Viet Chung, Agt  
Furman Clark, PR  
Casey Cline, SA  
Jasmine Colon, SA  
Paul Conrads-Eberlin, PR  
Brandon Cooley, GA  
Kenneth Cordes, MGA

John Cramer, SA  
Leah Darrah, Agt  
Thomas Detienne, MGA  
Matthew Diulus, GA  
Melissa Dorey, PR  
Diana Dziardziel, SA  
Tommie Edwards, Agt  
Nancy Elkas-Giroux, PR  
Tovale Endemann, Agt  
Eric Eun, Agt  
Michael Garza, PR  
Michael Giaime, Agt  
Sara Gilley, Agt  
Anastasiya Gladkov, MGA  
Corin Gleason, Agt  
Thanya Gleaves, Agt  
Robert Grant, Agt  
Mathew Hart, Agt  
Joseph Hedborn, SA  
Joseph Hyche, Agt  
Frederick Hyde, Agt  
Francis Ifopo, Agt  
David Jackowski, Agt  
Linda Jackson, SA  
Dulce Jimenez, Agt  
Amanda Johnson, MGA  
Nicole Johnson, SA  
Elise Kahn, PR  
Donna LaMontagna, PR  
Randy Lee, Agt  
Talalelei Leiataua, Agt  
Toma Lemalu, Agt  
Ryan Liddiard, MGA  
Lota Luatua, Agt  
Colin Lyse, RGA  
Donald Marshall, SA  
Jonathan Maust, MGA  
Lisa McGee, PR  
Thomas McLoughlin, Agt  
Douglas Morhac, Agt  
Briza Munoz-Luna, Agt  
James Murphy, Agt  
Mark Neilson, MGA

Andrea Nichols, SA  
Gregory Parker, MGA  
Scott Patterson, GA  
Erianna Preston, Agt  
Theresa Regis, PR  
Janella Riley, Agt  
Jasmine Roberts, PR  
Simon Rolland, GA  
James Rolshouse, GA  
Ualesi Sagapolutele, Agt  
Todd Sahm, SA  
Richard Sayre, PR  
Nicole Schneider, PR  
Katharine Sealscott, RGA  
Jennifer Sells, Agt  
Troy Skipper, SA  
Christina Smith, SA  
Kelly Smith, GA  
Kurt Smith, Agt  
William Smith, GA  
Joshua Swogger, SA  
Tiffani Tavormina, Agt  
Syneese Thompson, Agt  
Tatjana Tikhonov, Agt  
Tosha Tremblay, SA  
Matthew Turnquist, GA  
John Usry, MGA  
Afuiwa Vaai, Agt  
Ryann Vassallo, MGA  
Vatapuia Vavau, SA  
Ellahe Vaziri, Agt  
Kenneth Winton-Grey, PR  
Lisa Wood, Agt  
Justin Yandell, MGA  
Paulene Young, Agt

## NEW SGA Art Greene



*"A promotion is never about the success of an individual - it's more about the success of an organization."*

We are pleased to announce Art Greene has been promoted to SGA beginning March 2010. He comes from the Paul Rumbuc Agency in Michigan and will open his office in Chicago.

## ■ Promotions

### REGIONAL GENERAL AGENT

Andre Bishop  
James Cummings  
Cory Friedman  
Ryan McIntosh  
Michael Perez  
Asta Ramanauskaitė  
Joseph Teyssier  
Daniel Toshner  
Thomas Vena

### MASTER GENERAL AGENT

Robert J Dunn  
Eugene Kashkin  
John Keiderling  
Casey Kunash  
Jerry Moore  
Mabelyn Rojas-Fernandez  
Patrick Tannous  
Troy Tripp  
Amelia Zeiger

### 60% GENERAL AGENT

Jackie Alston  
Catherine Brown  
Tiffany Cummings  
Matthew Diulus  
Felisha Fullard  
Amy Kelley  
Sami Mogannam  
Scott Patterson  
Dustin Pollock

### 57.5% GENERAL AGENT

Philip Abramovitz  
Robert Chobor  
Bruce Cuddy  
Joshua Jackson  
Frank Jendusa  
Dmitriy Kagan  
Sharon McKee  
Nedelka McLean  
Lidia Meglei  
Russell Meredith

James Moland  
Jandar Naloev  
Violette Ozeran  
Samuel Peacock  
Justin Sally  
Andres Sylva

### 55% SUPERVISING AGENT

Matthew Blizzard  
Dhurata DiDonna  
Maria Diringier  
Craig Dreiling  
Javier Esquivel  
Alon Fischer  
Michelle Hoffman  
Nic Iagulli  
Daniel Johnson  
Deborah Johnson  
Mark Kukielski  
Susan Lewis  
Nathan Osborn  
Preston Osborn  
Amanda Rodriguez

Bubba Sosby  
Ryan Ward  
Sally Wilson  
Anthony Wolf

### 52.5% SUPERVISING AGENT

Jason Adamo  
Maria Alcon  
Kirk Alexander  
Robert Barnes  
Murphy Bergeron  
William Bonati  
Adrienne Collins  
Jake Conley  
Cole Cowan  
Sean Cummings  
Nicholas Davis  
Harvey Dixon  
Anthony Ferrara  
John Fey  
Ricardo Grandt  
Christine Gross  
Naron Hamilton  
Lauren Hamrick

Matthew Hodge  
Jason Hoffman  
John Houghton  
Jordan Jones  
Cesar Lara  
Nathan Leininger  
Chantal Levy  
Mohamad Masri  
Michael Matte  
Christine Moulton  
Gwonhyoung Nam  
Roger Neal  
Tabita Neukirch  
Ashley Newman  
Shawn Reid  
Ronald Rennich  
Tiffany Rintone  
Derek Robb  
Richard Scott  
Andrell Smith  
LaTasha Tabb  
Daniel Taurisani  
Dennis Urbanowski  
Sunita Varghese  
Nadezhda Vitchev

### Sales Director of the Month

Leaders growing leaders!

#### Domenico Bertini

Domenico had 47.3% Growth in his territories over 2009!

Congratulations on this great achievement.



### PR Director of the Month

Leaders growing leaders!

#### Patti Morgan

Patti had lead growth of 8016 leads in her territories over 2009!

Congratulations on this stellar performance.



I can't believe how much I'm increasing my Net ALP and closing ratio while filling the needs of the customer!



**A better way is coming!**  
The new Laptop Presentation.

**More details to come.**

## ■ New LAB Members



### Ken Howard

American Income Life and National Income Life Insurance Companies are pleased to announce Screen Actors Guild President Ken Howard has been named to the Labor Advisory Board. He succeeds outgoing SAG president Alan Rosenberg, who had also been a LAB member.

Howard was elected the 25th President of the Screen Actors Guild on September 24, 2009 – just four days after winning an Emmy for his role in HBO's critically acclaimed *Grey Gardens*.

A working Guild member for 40 years, Howard pledged to chart a new course that makes the union stronger at the bargaining table.

As a National Board member and national chair of the Guild's Senior Performers Committee, Howard worked with other Screen Actors Guild board members across the country to help get a TV/Theatrical contract negotiated and passed in 2009.

The noted actor made his professional debut on Broadway in 1968 and since has performed in nearly 40 stage productions, seven of which were on Broadway. He's appeared in more than 20 feature films.

In television, Howard has starred in seven series, six mini-series, and 16 movies, in addition to making countless guest appearances. He helped create *The White Shadow*, a groundbreaking television series in which he starred; it was on network television from 1978 through 1982. He's also had recurring roles on shows such as *Dynasty* and *Crossing Jordan*.

A veteran character actor, Howard has portrayed several U.S. presidents in his career, including George Washington, Thomas Jefferson, Abraham Lincoln and Warren G. Harding.

Howard spent three years in Cambridge, Mass., (1986-89) teaching at the American Repertory Theatre, Harvard University and Harvard Law School. He authored the book *Act Natural*, published by Random House in 2003.



### Don Keefe

American Income Life and National Income Life Insurance Companies are pleased to announce that Don Keefe, president of District No. 1.-PCD, Marine Engineers' Beneficial Association, (AFL-CIO) and National M.E.B.A. President has been named to the Labor Advisory Board. He represents a membership of over four thousand U.S. merchant mariners as well as industrial, service, government and other professional workers.

Keefe is one of few M.E.B.A. presidents to reach that office after working up through the ranks. As president, he is Board Chairman of both the M.E.B.A. Benefit Plan trustees and the American Maritime Congress.

"For nearly three decades, Don has sailed the deep sea and walked the docks alongside his M.E.B.A. brothers and sisters," according to his Union biography.

He joined M.E.B.A. in 1978, after graduating from Massachusetts Maritime Academy. There, he earned a Bachelors of Science in Marine Engineering. He holds a U.S. Coast Guard Chief Engineers' Unlimited License (steam/diesel/gas turbine).

Keefe began full-time service to the membership of the M.E.B.A. in 1996 when he became its Representative in the Port of New York.

Three years later, he was appointed M.E.B.A. Representative in the Port of Boston. During this time, he became a delegate to the Greater Boston Labor Council and the Massachusetts State AFL-CIO.

In 2002, he was elected Atlantic Coast Vice President and was re-elected in 2005. Based in Jersey City, Keefe was also a delegate to the New York Central Labor Council, the New York State AFL-CIO, and the New Jersey State AFL-CIO.

Keefe served as Director of First American Bulk Carrier Corp.; as a delegate to the Seaman's Church Institute; and on the board of the Maritime Trades Department (AFL-CIO) in New York.

**Congratulations!**

# Don Foti & John Jatoft

SGAs of the Year 2009

“Congratulations to John and Don...and to the entire Jatoft-Foti Agency. These men embody the true meaning of “Opportunity Unlimited”. It’s heartwarming to see them recognized for a fantastic 2009. They maintain a heartfelt and humorous environment while at the same time maintain standards for every aspect of productivity and quality. The success of this agency surely is a role model to all who aspire to the contract of State General Agent. Guys, congratulations. You are both richly deserving...”

**-Scott Smith**

“For 30 years John Jatoft and Don Foti have been top production leaders of American Income Life as well as good friends. One of the qualities that stands out the most is their loyalty to the people that have helped build their organization. The members of the Jatoft/Foti team enjoy some of the top earnings of any organization in American Income Life and that is a tribute to the leadership of Don and John. If you ask John and Don they will tell you that they are just getting started and will be over \$20 Million of production in the next few years.”

**-Rick Altig**

“After 29 years of knowing both these guys, it just proves that one should never give up! All kidding aside, my respect for John and Don only grows with each passing year. I have seen these two go from kids (we were kids together) to great leaders! It is no surprise that they are SGAs of the year; it was only a matter of time!”

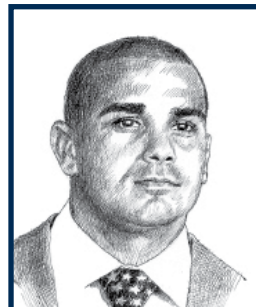
**-Eric J Giglione**



## 2010 EXECUTIVE COUNCIL



**Rick Altig**



**Simon Arias**



**Josh Chalom**



**David Cohen**



**Micah Cohen**



**Chad Deley**



**Don Foti**



**Steve Friedlander**



**Steve Greer**



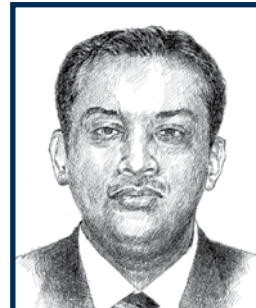
**Fred Hadayia**



**John Jatoft**



**Ilija Orlovic**



**Imran Satti**



**Marcus Smith**



**Jim Surace**



**Tom Williams**



**David Zophin**

The Company wishes to recognize the State General Agents selected to serve on the 2010 Executive Council. These leaders are tasked with bringing forth innovative ideas to help guide the Company toward continued growth in the future. The Council recently met for a brainstorming session in **Playa del Carmen, Mexico**.

Council members are Rick Altig, Simon Arias, Josh Chalom, David Cohen, Micah Cohen, Chad Deley, Don Foti, Steve Friedlander, Steve Greer, Fred Hadayia, John Jatoft, Ilija Orlovic, Imran Satti, Marcus Smith, Jim Surace, Tom Williams and David Zophin.

Council members are truly the “keepers of the torch” as they work with the company to continue the legacy that is American Income Life and National Income Life.

# Individual Producers



**1. Ofa Tupouniua**  
Auckland, NZ



**2. Ann Wainit**  
Honolulu, HI



**3. Pafuti Toleafoa**  
Auckland, NZ



**4. Dustin Dunbar**  
Sioux Falls, SD



**5. Lily Tchen**  
Long Beach, CA



**6. Sosefo Petelo**  
Auckland, NZ



**7. Maria Diringer**  
Woodridge, IL



**8. Ryan Kendl**  
Provo, UT



**9. Michael Cook**  
Santa Rosa, CA



**10. Lesina Ah Sue**  
Auckland, NZ



**11. Siupeli Tuitupou**  
Auckland, NZ



**12. Katie Massart**  
Calgary, AB



**13. Jose Lopes**  
Middletown, CT



**14. Amy Shui**  
Edison, NJ



**15. Bryant Hendley**  
Phoenix, AZ



**16. Victor Rodos**  
Toronto, ON



**17. Steven Stensrud**  
Calgary, AB



**18. Ana Siau**  
Auckland, NZ



**19. Eriteta Tauraoui**  
Auckland, NZ



**20. April Rodenborn**  
Des Peres, MO

## IceBreakers

**Gil Legarte**  
Concord, CA  
\$14,997 Net ALP  
Christopher Stephens MGA  
Jatoft-Foti SGA

**Andre McCallum**  
Cleveland, OH  
\$12,890 Net ALP  
Daniel Hartwig MGA  
Surace-Smith SGA

**Mohamad Masri**  
Plantation, FL  
\$11,967 Net ALP  
Kasali Kotun MGA  
Williams-Zophin SGA

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Individual Producers list for the month, as well as the next Top 3 in this category.

February Production						
Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
1.	<b>Ofa Tupouniua</b>	\$38,865	98			Steve Friedlander
2.	<b>Ann Wainit</b>	24,219	92		John Collins	Altig-Orlovic
3.	<b>Pafuti Toleafoa</b>	23,696	99		Stephen Hill	Steve Friedlander
4.	<b>Dustin Dunbar</b>	20,852		75.3	Todd Engelson	Alt-Orl-Venekamp
5.	<b>Lily Tchen</b>	20,723		90.2	David Iriye	Cohen-Cohen
6.	<b>Sosefo Petelo</b>	19,884	100		Lorenzo Lameko	Steve Friedlander
7.	<b>Maria Diringer</b>	19,453		68.7	David Wang	Bob Olson
8.	<b>Ryan Kendl</b>	19,076		79.6	Nicholas Lorence	Altig-Orlovic
9.	<b>Michael Cook</b>	18,687	94		Steven Edgell	Altig-Orlovic
10.	<b>Lesina Ah Sue</b>	18,339		81.7	Stephen Hill	Steve Friedlander
11.	<b>Siupeli Tuitupou</b>	17,592	98		Taina Lameko	Steve Friedlander
12.	<b>Katie Massart</b>	17,473		88.1	Brenton Betts	Altig-Orlovic
13.	<b>Jose Lopes</b>	17,257	100		Jose Lopes	Philip Prata
14.	<b>Amy Shui</b>	17,251		76.9	David Ackerman	Eric Giglione
15.	<b>Bryant Hendley</b>	16,304		68.6	Christine Hartman	Steve Hartman
16.	<b>Victor Rodos</b>	16,011		69.6	Preeti Sahgal	Josh Chalom
17.	<b>Steven Stensrud</b>	15,952		78.0	John McGrath	Altig-Orlovic
18.	<b>Ana Siau</b>	15,575	97		Sita Pereira	Steve Friedlander
19.	<b>Eriteta Tauraoui</b>	15,568	100		Stephen Hill	Steve Friedlander
20.	<b>April Rodenborn</b>	15,332		73.2		LaTonya Tucker
21.	Patrick Tannous	15,295	92		Patrick Tannous	Cisco Perez
22.	Max Quasem	15,229		87.3		Cohen-Cohen
23.	Elias Hazen	15,065	86		Darron Hacker	Surace-Smith
24.	Brock Lampee	15,023		81.0	Matt Pflueger	Altig-Orlovic
25.	Samson Adelufosi	14,998		78.1	David Hausman	Eric Giglione
26.	<b>Gil Legarte</b>	14,997	100		<b>Christopher</b>	<b>Jatoft-Foti</b>
27.	Ron Pavon	14,870		76.1	Bobby Gujral	Altig-Orlovic
28.	Eric Batchelor	14,845	80		Gregory Williamson	Slav Bitman
29.	Ross Ewen	14,769		89.5		Scott Rehberg
30.	William Parmeter	14,691		71.0	Hal Herman	Oldham-Bianchi
31.	Jonathan Emura	14,688	89		John Collins	Altig-Orlovic
32.	Matthew Hodge	14,376	94		Brett Gryska	Oldham-Bianchi
33.	Jaime Rozotto	14,233		70.5	Doreen Ryan-Foti	Jatoft-Foti
34.	Toni Puamau	13,823	100		Theresa Setefano	Steve Friedlander
35.	Evan Wicklund	13,704		80.6	Bobby Gujral	Altig-Orlovic
36.	Eugene Kashkin	13,665		88.6	Bobby Gujral	Altig-Orlovic
37.	Marion Magat	13,255		87.8	Ernesto Magat	Jatoft-Foti
38.	Rodney Barlow	13,234	93		Jason Mayer	Furer-Whittinghill
39.	Robert Ulreich	13,195		88.0		Jatoft-Foti
40.	Rita Charles	13,083		82.1	Stephen Hill	Steve Friedlander
41.	<b>Andre McCallum</b>	12,890	100		<b>Daniel Hartwig</b>	<b>Surace-Smith</b>
42.	Scott Hanna	12,812		72.0	Scott Hanna	Williams-Zophin
43.	Joshua Champneys	12,684		71.1	Colin Lyse	Alt-Orl-Lyse
44.	Ronald Friedlander	12,632		69.0		Theodore Pappas
45.	David Ramirez	12,612		70.9	Ben Halali	Jatoft-Foti
46.	LaDawn Meador	12,564		78.5		Scott Keeney
47.	Anthony Futules	12,498	86		Earnest Powers	Simon Arias
48.	Fritznel Octave	12,374		74.5	Kasali Kotun	Williams-Zophin
49.	Anthony Onukwugha	12,192	90		David Hausman	Eric Giglione
50.	Bryan Peters	12,062	92		Aaron Gebke	Eric Neal
50.	Brenton Betts	12,062		81.5	Rory Crockford	Altig-Orlovic

ALL TIME RECORD: STEVEN STENSRUD \$71,391 Net ALP

YTD Production						
Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
*1.	<b>Ofa Tupouniua</b>	\$79,419	98			Steve Friedlander
*2.	<b>Pafuti Toleafoa</b>	47,397	99		Stephen Hill	Steve Friedlander
*3.	<b>Dustin Dunbar</b>	38,448		75.3	Todd Engelson	Alt-Orl-Venekamp
*4.	<b>Sosefo Petelo</b>	36,506	100		Lorenzo Lameko	Steve Friedlander
*5.	<b>Ann Wainit</b>	36,330	92		John Collins	Altig-Orlovic
*6.	<b>Lily Tchen</b>	35,605		90.2	David Iriye	Cohen-Cohen
*7.	<b>Max Quasem</b>	35,035		87.3		Cohen-Cohen
*8.	<b>Eriteta Tauraoui</b>	34,285	100		Stephen Hill	Steve Friedlander
*9.	<b>Eric Batchelor</b>	31,998	80		Gregory Williamson	Slav Bitman
*10.	<b>Terrence Asuncion</b>	31,746		91.7	Ernesto Magat	Jatoft-Foti
11.	Maria Rocha	30,116		79.3	Ernesto Magat	Jatoft-Foti
12.	Amy Shui	29,209		76.9	David Ackerman	Eric Giglione
13.	Patrick Tannous	28,483	92		Patrick Tannous	Cisco Perez
14.	Ross Ewen	28,187		89.5		Scott Rehberg
15.	Lesina Ah Sue	27,625		81.7	Stephen Hill	Steve Friedlander
16.	Scott Hanna	27,028		72.0	Scott Hanna	Williams-Zophin
17.	Matthew Hodge	26,387	94		Brett Gryska	Oldham-Bianchi
18.	Elias Hazen	26,255	86		Darron Hacker	Surace-Smith
19.	Siupeli Tuitupou	26,028	98		Taina Lameko	Steve Friedlander
20.	Scott R Davis	25,825	96		Thomas Vena	Simon Arias
21.	Katie Massart	24,707		88.1	Brenton Betts	Altig-Orlovic
22.	Erez Shabtay	24,667		86.9	Erik Graham	Cohen-Cohen
23.	William Parmeter	24,511		71.0	Hal Herman	Oldham-Bianchi
24.	Michael Cook	24,481	94		Steven Edgell	Altig-Orlovic
25.	Gina Flores	24,417		70.0	Albert Lau	Cohen-Cohen
26.	Jose Lopes	24,318	100		Jose Lopes	Philip Prata
27.	Bryant Hendley	24,235		68.6	Christine Hartman	Steve Hartman
28.	Joshua Champneys	24,235		71.1	Colin Lyse	Alt-Orl-Lyse
29.	Kevin Davis	24,138		70.6	Kevin Davis	Williams-Zophin
30.	Heufiganga Lauaki	24,132	95		Lorenzo Lameko	Steve Friedlander
31.	Shahnaz Toloui	23,960		70.1	David Iriye	Cohen-Cohen
32.	David Ramirez	23,854		70.9	Ben Halali	Jatoft-Foti
33.	Luciana Mosca	23,819		88.3	Carlo Bonifazi	Bob Olson
34.	Mario Andres Chavez	23,805		85.2	Doreen Ryan-Foti	Jatoft-Foti
35.	Joey Kennedy	23,689		77.9	Jesse Lawson	Altig-Orlovic
36.	Mercedes Ayala	23,198		68.5	David Hausman	Eric Giglione
37.	Viet Chung	23,167		76.6	Ben Halali	Jatoft-Foti
38.	Victor Rodos	23,161		69.6	Preeti Sahgal	Josh Chalom
39.	Jaime Rozotto	23,151		70.5	Doreen Ryan-Foti	Jatoft-Foti
40.	Steven Stensrud	22,786		78.0	John McGrath	Altig-Orlovic
41.	Catherine Brown	22,598	90		Allen Nelson	Steven DiChiaro
42.	Michael van Delft	22,346		82.4	Michael van Delft	Imran Satti
43.	Andrew Helgeson	22,246	97		Andrew Aaron	Altig-Orlovic
44.	Kevin Ishikane	22,024		80.0	Daven Hermosura	Altig-Orlovic
45.	Niurka Dearnasdurian	21,749	91		Byron Paz	Josh Chalom
46.	Ryan Leong	21,554		68.6	Paul Samra	Jatoft-Foti
47.	Akbar Hosseini	21,507	85		Ben Halali	Jatoft-Foti
48.	Chantal Levy	21,501	94		Doreen Ryan-Foti	Jatoft-Foti
49.	Timothy Cruise	21,450		68.6		Altig-Orlovic
50.	Manu Manu	21,410	97		Sita Pereira	Steve Friedlander

ALL TIME RECORD: ROGHIE HASSAN LOO \$367,548 Net ALP



## Supervising Agents



**1. Rita Charles**  
Auckland, NZ



**2. Norman Sellen**  
Auckland, NZ



**3. Kraig Jilge**  
San Jose, CA



**4. Amosa Faamanu**  
Auckland, NZ



**5. Andrea Nichols**  
Rochester, NY

February Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	<b>Rita Charles</b>	\$39,578	\$52,841	99		Stephen Hill
2.	<b>Norman Sellen</b>	38,046	41,400		75.7	Steve Friedlander
3.	<b>Kraig Jilge</b>	37,155	42,545		68.8	Ben Halali
4.	<b>Amosa Faamanu</b>	27,498	31,721	94		Taina Lameko
5.	<b>Andrea Nichols</b>	26,505	30,367		69.6	Stephen Jubrey
6.	Roger Weisman	25,756	36,536		75.1	Stephen Jubrey
7.	Sanele Lafaele	24,295	28,615	94		Theresa Setefano
8.	Lesina Ah Sue	21,552	49,470		79.2	Stephen Hill
9.	Tosha Tremblay	20,008	24,907	82		Eric Brown
10.	Sean O'Reilly	16,428	23,254	87		Ryan Vopat

ALL TIME RECORD: LORENZO LAMEKO \$78,033 1st Six Mo Agt  
ALL TIME RECORD: LORENZO LAMEKO \$81,207 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	<b>Norman Sellen</b>	\$78,669	\$86,534		75.7	Steve Friedlander
2.	Rita Charles	69,157	89,291	99		Stephen Hill
3.	Roger Weisman	54,824	66,271		75.1	Stephen Jubrey
4.	Lesina Ah Sue	51,221	94,387		79.2	Stephen Hill
5.	Kraig Jilge	50,703	55,317		68.8	Ben Halali
6.	Amosa Faamanu	48,324	55,933	94		Taina Lameko
7.	Sanele Lafaele	37,389	47,651	94		Theresa Setefano
8.	Tosha Tremblay	36,168	44,656	82		Eric Brown
9.	Sean O'Reilly	31,675	41,201	87		Ryan Vopat
10.	Andrea Nichols	28,154	30,647		69.6	Stephen Jubrey

ALL TIME RECORD: LORENZO LAMEKO \$289,373 1st Six Mo Agt  
ALL TIME RECORD: MARY ANN GAELIC \$443,893 Net ALP

## General Agents



**1. Kilisimasi Segal**  
Auckland, NZ



**2. Chantal Daigle**  
Halifax, NS



**3. Simon Rolland**  
Auckland, NZ



**4. John Viar**  
Raleigh, NC



**5. Karen Gagarin**  
Concord, CA



**6. Alba Wandurraga**  
Toronto, ON



**7. Timothy Watson**  
Cleveland, OH



**8. Wanda Draughon**  
New York, NY



**9. John Young**  
Houston, TX



**10. Lynn Jones**  
Long Island City, NY

February Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	<b>Kilisimasi Segal</b>	\$88,069	\$135,002		76.6	Stephen Hill
2.	<b>Chantal Daigle</b>	40,053	49,516	92		Daniel Orr
3.	<b>Simon Rolland</b>	37,554	40,263	96		Steve Friedlander
4.	<b>John Viar</b>	34,759	36,613	86		Gregory Williamson
5.	<b>Karen Gagarin</b>	29,518	54,445	85		Ernesto Magat
6.	<b>Alba Wandurraga</b>	25,439	43,814	92		Byron Paz
7.	<b>Timothy Watson</b>	24,896	48,592	89		Ryan Vopat
8.	<b>Wanda Draughon</b>	24,331	34,920		68.6	Sabrina Lloyd
9.	<b>John Young</b>	22,887	39,609	94		Richard Barbour
10.	<b>Lynn Jones</b>	22,414	26,887		68.3	Mitch Duplantis
11.	Kyriacos Davis	21,546	47,183		70.0	Earnest Powers
12.	Vaauflao Robertson	20,997	23,389		82.5	Sita Pereira
13.	Sharon Brenner	20,040	30,880		71.6	Wayne Fader
14.	Jeffrey Bailey	19,904	28,509	98		Danny Smith
15.	Michael Kyatt	19,109	17,601	84		Wade Humphries
16.	Gerald Bledsoe	18,614	17,764	78		Nichole Turner
17.	Seth Holmberg	18,230	25,142	94		Doreen Ryan-Foti
18.	Ronald Trombetta	17,730	21,217	92		Thomas Vena
19.	Nicholas Wolle	16,148	31,799		75.5	Scott Keeney
20.	Daniel Walton	15,594	25,997		72.7	Patrick Bendure

ALL TIME RECORD: SITA PEREIRA \$244,444 1st Six Mo Agt  
ALL TIME RECORD: SITA PEREIRA \$286,946 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	<b>Kilisimasi Segal</b>	\$159,204	\$237,148		76.6	Stephen Hill
*2.	<b>Chantal Daigle</b>	89,375	99,274	92		Daniel Orr
*3.	<b>Karen Gagarin</b>	88,953	138,654	85		Ernesto Magat
*4.	<b>John Viar</b>	63,117	73,825	86		Gregory Williamson
*5.	<b>Alba Wandurraga</b>	48,423	86,585	92		Byron Paz
6.	Simon Rolland	46,344	50,087	96		Steve Friedlander
7.	Timothy Watson	46,236	79,383	89		Ryan Vopat
8.	Lynn Jones	44,732	60,888		68.3	Mitch Duplantis
9.	Ronald Trombetta	43,331	54,353	92		Thomas Vena
10.	Wanda Draughon	41,896	71,487		68.6	Sabrina Lloyd
11.	Vaauflao Robertson	40,277	43,984		82.5	Sita Pereira
12.	Kyriacos Davis	39,584	85,751		70.0	Earnest Powers
13.	Peter Chung	39,431	83,392	83		Sarai Castanon
14.	John Young	37,108	69,437	94		Richard Barbour
15.	Daniel Walton	30,540	44,102		72.7	Patrick Bendure
16.	Jeffrey Bailey	29,236	45,325	98		Danny Smith
17.	Jandar Naloev	29,014	45,471		69.0	David Hausman
18.	Nicholas Wolle	28,511	51,769		75.5	Wade Humphries
19.	Samuel Peacock	26,118	31,008	84		Scott Keeney
20.	Seth Holmberg	25,870	46,935	94		Doreen Ryan-Foti

ALL TIME RECORD: TAINA LAMEKO \$1,319,496 1st Six Mo Agt  
ALL TIME RECORD: TAINA LAMEKO \$1,522,976 Net ALP

# Master General Agents



**1. Stephen Hill**  
Auckland, NZ



**2. Sita Pereira**  
Auckland, NZ



**3. Lorenzo Lameko**  
Auckland, NZ



**4. Stephen Jubrey**  
Rochester, NY



**5. Ben Halali**  
San Jose, CA



**6. Brett Gryska**  
Rochester, NY



**7. Daniel Orr**  
Halifax, NS



**8. Tiffany Roland**  
Nashville, TN



**9. Byron Paz**  
Toronto, ON



**10. Wade Humphries**  
Pelham, AL

February Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA
1.	<b>Stephen Hill</b>	\$128,884	\$247,946		74.8	Steve Friedlander
2.	<b>Sita Pereira</b>	64,195	70,775		75.9	Steve Friedlander
3.	<b>Lorenzo Lameko</b>	63,823	93,185		70.7	Steve Friedlander
4.	<b>Stephen Jubrey</b>	61,485	119,698		75.9	Oldham-Bianchi
5.	<b>Ben Halali</b>	59,433	177,753		70.5	Jatoff-Foti
6.	<b>Brett Gryska</b>	56,040	98,546		75.7	Oldham-Bianchi
7.	<b>Daniel Orr</b>	52,323	69,986		70.0	Imran Satti
8.	<b>Tiffany Roland</b>	52,010	75,399		73.6	Altig-Orlovic
9.	<b>Byron Paz</b>	50,252	102,544		75.1	Josh Chalom
10.	<b>Wade Humphries</b>	46,693	59,101	85		Scott Sonnenberg
11.	Garret Kun	42,904	73,409		72.1	Fred Hadayia
12.	Allen Nelson	42,350	50,941		83.3	Steven DiChiaro
13.	Gregory Williamson	41,382	68,976	82		Slav Bitman
14.	Zachary Hart	41,246	42,314		73.7	Altig-Orlovic-Deley
15.	Raymond Risucci	39,865	66,071		75.9	Oldham-Bianchi
16.	Danny Smith	38,758	45,838	97		James Bailey
17.	Richard Barbour	36,654	74,069		75.5	Steve Greer
18.	Doreen Ryan-Foti	34,726	155,650		71.7	Jatoff-Foti
19.	Theresa Setefano	34,717	45,628		73.5	Steve Friedlander
20.	Brian Schreiter	33,669	41,438		72.0	Joseph Diecedue

ALL TIME RECORD: JEFF RIBMAN \$326,483 1st Six Mo Agt  
ALL TIME RECORD: STEPHEN HILL \$410,573 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA
*1.	<b>Stephen Hill</b>	\$245,324	\$434,813		74.8	Steve Friedlander
*2.	<b>Lorenzo Lameko</b>	158,790	223,771		70.7	Steve Friedlander
*3.	<b>Ben Halali</b>	142,060	394,445		70.5	Jatoff-Foti
*4.	<b>Sita Pereira</b>	110,899	119,111		75.9	Steve Friedlander
*5.	<b>Daniel Orr</b>	108,842	128,086		70.0	Imran Satti
6.	Stephen Jubrey	103,303	179,251		75.9	Oldham-Bianchi
7.	Brett Gryska	92,227	163,110		75.7	Oldham-Bianchi
8.	Byron Paz	90,648	202,375		75.1	Josh Chalom
9.	Tiffany Roland	87,907	132,063		73.6	Altig-Orlovic
10.	Allen Nelson	86,198	106,945		83.3	Steven DiChiaro
11.	Ernesto Magat	85,174	210,203		79.0	Jatoff-Foti
12.	Raymond Risucci	73,616	123,083		75.9	Oldham-Bianchi
13.	Thomas Vena	72,565	131,968		73.5	Simon Arias
14.	Gregory Williamson	69,542	121,995	82		Slav Bitman
15.	Wade Humphries	66,591	94,745	85		Scott Sonnenberg
16.	Zachary Hart	62,841	63,218		73.7	Alt-Orl-Deley
17.	Kevin Davis	62,511	103,353		79.1	Williams-Zophin
18.	Brian Schreiter	62,025	73,387		72.0	Joseph Diecedue
19.	Theresa Setefano	60,820	86,995		73.5	Steve Friedlander
20.	Amelia Zeiger	60,419	71,896		86.7	Steven DiChiaro

ALL TIME RECORD: STEPHEN HILL \$2,476,896 1st Six Mo Agt  
ALL TIME RECORD: STEPHEN HILL \$3,356,797 Net ALP

# Regional General Agents



**1. Taina Lameko**  
Auckland, NZ



**2. Brett Gryska**  
Rochester, NY



**3. Lorenzo Lameko**  
Auckland, NZ



**4. Ben Halali**  
San Jose, CA



**5. Patrick Bendure**  
Cleveland, OH

February Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA
1.	<b>Taina Lameko</b>	\$310,856	\$505,609		71.6	Steve Friedlander
2.	<b>Brett Gryska</b>	117,524	218,243		75.8	Oldham-Bianchi
3.	<b>Lorenzo Lameko</b>	107,637	157,360		70.7	Steve Friedlander
4.	<b>Ben Halali</b>	100,799	363,638		71.5	Jatoff-Foti
5.	<b>Patrick Bendure</b>	89,211	201,711		69.7	Surace-Smith
6.	Sonny Gurney	85,947	266,958		69.7	Paul Rumbuc
7.	Michael Vasu	79,652	205,940		76.8	Surace-Smith
8.	Nicholas Lorence	72,810	106,085		70.0	Altig-Orlovic
9.	Dorian Oldham	71,814	149,991		76.1	Oldham-Bianchi
10.	Wayne Fader	63,879	96,734		68.1	Marc Rosen

ALL TIME RECORD: TAINA LAMEKO \$623,266 1st Six Mo Agt  
ALL TIME RECORD: TAINA LAMEKO \$890,826 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA
*1.	<b>Taina Lameko</b>	\$611,883	\$931,511		71.6	Steve Friedlander
*2.	<b>Ben Halali</b>	271,653	787,590		71.5	Jatoff-Foti
3.	Lorenzo Lameko	210,864	297,335		70.7	Steve Friedlander
4.	Brett Gryska	195,528	342,359		75.8	Oldham-Bianchi
5.	Sonny Gurney	167,384	494,552		69.7	Paul Rumbuc
6.	Wayne Fader	159,030	236,357		68.1	Marc Rosen
7.	Mitch Duplantis	158,240	333,878		68.6	Marc Rosen
8.	Michael Vasu	153,092	362,810		76.8	Surace-Smith
9.	Patrick Bendure	152,345	319,210		69.7	Surace-Smith
10.	Dorian Oldham	129,765	302,641		76.1	Oldham-Bianchi

ALL TIME RECORD: TAINA LAMEKO \$4,501,478 1st Six Mo Agt  
ALL TIME RECORD: TAINA LAMEKO \$6,224,023 Net ALP

## State General Agents 1st Six Month Agent



**Steve Friedlander**  
CATEGORY I



**Rick Altig**  
CATEGORY II & VII



**Ilija Orlovic**  
CATEGORY II & VII



**Chad Deley**  
CATEGORY II



**Steve Greer**  
CATEGORY III



**Steven DiChiaro**  
CATEGORY IV



**Imran Satti**  
CATEGORY V



**Scott Sonnenberg**  
CATEGORY VI



**Dustin Venekamp**  
CATEGORY VII

February Production						
Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of Obj
I	<b>Steve Friedlander</b>		71.9	\$515,570	\$263,250	196
	Oldham-Bianchi	96		272,411	185,250	147
	Surace-Smith		73.8	244,601	243,750	100
II	<b>Alt-Orl-Deley</b>		71.9	119,679	140,850	85
III	<b>Steve Greer</b>		73.1	113,248	130,000	87
IV	<b>Steven DiChiaro</b>		72.9	94,367	107,250	88
V	<b>Imran Satti</b>		68.6	70,917	82,350	86
VI	<b>Scott Sonnenberg</b>		68.2	80,231	78,000	103
VII	<b>Alt-Orl-Venekamp</b>		71.9	59,613	54,175	110

YTD Production						
Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of Obj
I	<b>Steve Friedlander</b>		71.9	\$942,206	\$526,500	179
	Oldham-Bianchi	96		472,808	370,500	128
	Surace-Smith		73.8	434,763	487,500	89
IV	<b>Steven DiChiaro</b>		72.9	171,166	214,500	80
V	<b>Imran Satti</b>		68.6	140,661	164,700	85
VI	<b>Scott Sonnenberg</b>		68.2	129,376	156,000	83
VII	<b>Alt-Orl-Venekamp</b>		71.9	105,340	108,350	97

Rookie SGAs must be in this category for a minimum of 6 months to compete for YTD awards.

## State General Agents Net ALP



**Steve Friedlander**  
CATEGORY I



**Eric Giglione**  
CATEGORY II



**Steve Greer**  
CATEGORY III



**Joe Manone**  
CATEGORY IV



**Imran Satti**  
CATEGORY V



**Cindy Furer**  
CATEGORY VI



**Bob Whittinghill**  
CATEGORY VI



**Rick Altig**  
CATEGORY VII



**Ilija Orlovic**  
CATEGORY VII



**Dustin Venekamp**  
CATEGORY VII

February Production						
Category	Name	Net to Gross	Retention	Net ALP	Net ALP Obj	% of Obj
I	<b>Steve Friedlander</b>		71.9	\$776,500	\$585,000	133
	Oldham-Bianchi	96		519,401	411,675	126
	Jatoft-Foti		70.6	666,097	585,000	114
	Surace-Smith		73.8	597,439	541,675	110
	Altig-Orlovic		74.0	1,645,314	1,776,675	93
II	<b>Eric Giglione</b>		68.1	271,123	303,350	89
III	<b>Steve Greer</b>		71.9	250,362	281,675	89
	Josh Chalom		73.1	233,075	260,000	90
IV	<b>Joe Manone</b>		72.5	221,052	260,000	85
V	<b>Imran Satti</b>		75.4	179,217	195,000	92
VI	<b>Furer-Whittinghill</b>		68.6	198,467	173,350	114
VI	<b>Furer-Whittinghill</b>		70.4	142,100	151,675	94
VII	<b>Alt-Orl-Venekamp</b>		71.9	116,253	108,350	107

YTD Production						
Category	Name	Net to Gross	Retention	Net ALP	Net ALP Obj	% of Obj
I	<b>Steve Friedlander</b>		71.9	\$1,342,506	\$1,170,000	115
	Oldham-Bianchi	96		937,118	823,350	114
	Jatoft-Foti		70.6	1,312,850	1,170,000	112
	Surace-Smith		73.8	1,036,029	1,083,350	96
II	<b>Eric Giglione</b>		68.1	522,415	606,700	86
III	<b>Steve Greer</b>		73.1	413,642	520,000	80
IV	<b>Joe Manone</b>		75.4	331,334	390,000	85
V	<b>Imran Satti</b>		68.6	336,812	346,700	97
VI	<b>Furer-Whittinghill</b>		70.4	264,679	303,350	87
VII	<b>Alt-Orl-Venekamp</b>		71.9	200,987	216,700	93

# Public Relations



**1. Dawn Trudden**  
CATEGORY I  
Chicago, IL



**2. Irene Rurycz**  
CATEGORY I  
Parma Heights, OH



**1. J T Tasker**  
CATEGORY II  
Rochester, NY



**2. Bernard Weaver**  
CATEGORY II  
Downingtown, PA



**1. Susan Fuldauer**  
CATEGORY III  
Indianapolis, IN



**2. Patrena Brown**  
CATEGORY III  
Hartford, CT



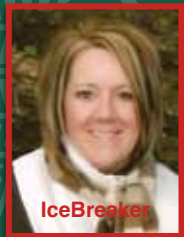
**1. Ken Altizer**  
CATEGORY IV  
Nebo, WV



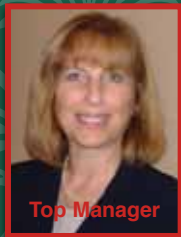
**2. Paul Winslow**  
CATEGORY IV  
St. Louis, MO



**Rookie**  
**Patrena Brown**  
Hartford, CT



**IceBreaker**  
**Judy Spade**  
Liberty Center, OH



**Top Manager**  
**Susan Fuldauer**  
Indianapolis, IN

Public Relations categories are as follows:

Category	Population
1	over 8,500,000
2	6,500,000 to 8,499,999
3	4,000,000 to 6,499,999
4	Under 4,000,000

ROOKIE: Reps with 2009 Hire Date

ICEBREAKER: Reps with 2010 Hire Date

# Perspective



**Scott Smith**  
Executive Vice President  
& Chief Marketing Officer

## Another First Chance

I get frustrated when someone tells me they had a bad day.

You mean all day – all 24 hours of it — was bad? And, exactly how do you pull off a bad month? A bad week? I say this because I cannot even grasp a bad day.

In this business you are really only entitled to a bad appointment. Every appointment represents another first chance, and every first chance represents a fresh opportunity and it is up to you to motivate yourself that way!

I understand the motivation part of this business can be the most frustrating. There will be some down times when you feel like giving up. But you know what? Today you don't feel like giving up! So why not develop something right now that will help you tackle those down moments? Maybe it's a picture of your family or a picture of the car you plan to purchase. Maybe it's a photo of the next vacation spot, or maybe it's a favorite song that waits to be cued up. Whatever it is, use it and get motivated.

It's time to get motivated. Though by the time you read this it will have already started, my calendar has predicted for many days now that the second quarter of 2010 is upon us. Has yours? Too often, I speak with Agents and Agency leaders about what their ambitions are, and it seems a large portion of the answers involve giant steps scheduled for later in the year. It is as if they want to play catch-up.

The fact of the matter is if any preparations are needed for the second quarter, they should be done before it actually arrives. You may have your goals prepared for the new quarter, but are you prepared to have your plan of execution in place on March 31?

You see, a sheet of goals is worthless without a plan of exactly how you are going to achieve them. A step-by-step, day-by-day, week-by-week game plan is the real key to achieving your goals!

Given that, just where do you stand for 2010? Setting goals is an internal competition. It's you against yourself. It's not like someone else can step in and take away your goals. But your goals certainly won't be coming to you, asking to be captured. Therefore, it is up to you to determine the goals, prepare the game plan, execute the game plan on a daily basis, determine a method to measure victory daily and to measure "plan to date" standings. And, most importantly, create a method to keep yourself motivated.

Imagine a goal that can be measured. As an Agent, it can be an amount of Net ALP. As a Manager, it can be how many Agents that you will be adding to your team. It may be what your contract is at the end of the year or how many promotions you receive. All of these are what I call "self-contained goals." They are goals which, if not achieved, you have only yourself to ask why.

On the other hand, there are goals which are not self-contained. I prefer to stay away from these types of goals because they give you minimal control over the outcome due to so many other factors tied to them. For example, what if your goal is to finish in the top ten and you are determined that you need to write \$175,000 Net ALP to be in the top ten? Now, imagine a scenario where you write \$185,000 but finish in 15th. You exceeded your self-contained goal of \$175,000 net ALP, but now you are frustrated because you didn't finish in the top ten. Tell me, would you celebrate, or would you feel defeated? It has to be the most frustrating feeling to actually exceed your own expectations but not meet the goal!

Wow! With the second quarter here, there is a lot to think about — goals, game plans, execution, self-contained goals, Company goals, motivation, frustration, bad days, good days, ambitions, preparation and family! It's all up to you. Don't let the second quarter start without you.

### February Production

Category	Rank	Name	Production in Cards	SGA/Director
I	1.	<b>Dawn Trudden</b>	4,018	Chicago/Laurie Onasch
	2.	<b>Irene Rurycz</b>	2,517	Ohio/Tim Farr
	3.	Larry Lozano	2,021	Jatoft-Foti
	4.	Gary Rothman	1,709	Los Angeles/Rachelle Valdez
	5.	Malka Arony	1,363	Arizona/Rachelle Valdez
II	1.	<b>J T Tasker</b>	1,421	Oldham-Bianchi
	2.	<b>Bernard Weaver</b>	1,050	Philadelphia/Tim Farr
	3.	Robin Andrade	962	Massachusetts/Laurie Onasch
	4.	Erica Dalager	846	Minnesota/Laurie Onasch
	5.	Tracy Little	842	Orlando/Patti Morgan
III	1.	<b>Susan Fuldauer</b>	2,550	Indiana/Patti Morgan
	2.	<b>Patrena Brown</b>	2,245	Connecticut/Laurie Onasch
	3.	Michelle Baxter	2,075	Indiana/Patti Morgan
	4.	Katherine Kidder	1,384	Pennsylvania/Tim Farr
	5.	Chelsea Nelson	1,258	Washington/Laurie Onasch
IV	1.	<b>Ken Altizer</b>	3,482	West Virginia/Patti Morgan
	2.	<b>Paul Winslow</b>	1,798	St. Louis/Patti Morgan
	3.	Darrell Dorey	1,793	Maritimes/Jacqueline deVooght
	4.	Stephen Castleman	899	Mississippi/Patti Morgan
	5.	Sandra Knapp	858	Wisconsin/Laurie Onasch
Rookie	1.	<b>Patrena Brown</b>	2,245	Connecticut/Laurie Onasch
IceBreaker	1.	<b>Judy Spade</b>	222	Ohio/Tim Farr
Manager	1.	<b>Susan Fuldauer</b>	+ 4,057	growth Patti Morgan
	2.	Billy Sauers	+ 3,771	growth Patti Morgan
	3.	Linda Stadler	+ 3,233	growth Tim Farr

ALL TIME PR CARD PRODUCTION RECORD: 18,960 Cards

### YTD Production

I	*1.	<b>Malka Arony</b>	8,114	Arizona/Rachelle Valdez
	*2.	<b>Dawn Trudden</b>	4,153	Chicago/Laurie Onasch
	3.	Larry Lozano	2,882	Jatoft-Foti
	4.	Irene Rurycz	2,870	Ohio/Tim Farr
	5.	Viki Farr	1,993	Michigan/Tim Farr
II	*1.	<b>Erica Dalager</b>	3,382	Minnesota/Laurie Onasch
	*2.	<b>J T Tasker</b>	2,376	Oldham-Bianchi
	3.	Bernard Weaver	1,746	Philadelphia/Tim Farr
	4.	Jenny Williams	1,605	Washington/Laurie Onasch
	5.	Manon Brulotte	1,547	Quebec/Jacqueline deVooght
III	*1.	<b>Susan Fuldauer</b>	3,339	Indiana/Patti Morgan
	*2.	<b>Michelle Baxter</b>	2,821	Indiana/Patti Morgan
	3.	Chelsea Nelson	2,718	Washington/Laurie Onasch
	4.	Patrena Brown	2,246	Connecticut/Laurie Onasch
	5.	Katherine Kidder	2,194	Pennsylvania/Tim Farr
IV	*1.	<b>Ken Altizer</b>	4,879	West Virginia/Patti Morgan
	*2.	<b>Paul Winslow</b>	4,135	St. Louis/Patti Morgan
	3.	Darrell Dorey	2,112	Maritimes/Jacqueline deVooght
	4.	Katy Hogge	1,557	Utah/Rachelle Valdez
	5.	Curtis Proebstel	1,531	Oregon/Laurie Onasch

ALL TIME PR CARD PRODUCTION RECORD: DENISE BOWYER 61,879 Cards



sun, fun and shade



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# Leadership Bonus

## Total: \$508,775.64

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Stephen Hill	\$23,418.00	David Iriye	\$2,560.45	Brenton Betts	\$1,434.36	Otari Bater	\$875.45
Ben Halali	18,217.01	Tim Smith	2,518.07	Jandar Naloev	1,397.81	Jamison Weatherspoon	855.42
Lorenzo Lameko	14,060.08	Michael Perez	2,515.03	Daniel Hartwig	1,385.00	Daniel Umbertone	849.57
Ernesto Magat	12,684.17	Adam Zlupko	2,495.10	Horace Johnson	1,365.30	Brenda Hadayia	826.25
Stephen Jubrey	9,366.61	Alex Hernandez	2,447.98	Matthew Cartwright	1,344.52	Michael Laramie	803.97
Wayne Fader	9,298.89	Michael McJunkins	2,406.56	Mark Corkrean	1,330.85	I-Perfection Harris	794.86
Byron Paz	8,997.87	Kyle Klipp	2,396.04	Paul Samra	1,315.58	Gerald Bledsoe	789.40
Doreen Ryan-Foti	8,143.11	James Palmes	2,371.23	John Young	1,284.95	Randolph Souliers	789.02
Tiffany Roland	7,751.64	Nichole Turner	2,362.92	Peter Chung	1,280.80	Catherine Brown	773.83
Gregory Williamson	7,309.90	Sarai Castanon	2,343.32	Troy Plummer	1,275.32	Maryna Danielian	765.41
Brett Gryska	7,118.56	Tracy Haden	2,295.82	Lafi Papalii	1,265.73	Mark Bleier	765.29
Sita Pereira	6,945.33	Bobby Gujral	2,239.85	Sharon Brenner	1,255.38	Cassandra Gordon	747.09
John Collins	6,493.00	Volodymyr Derevyanny	2,196.14	Cheryl Foti	1,220.15	Jesse Lawson	742.22
Hal Herman	5,935.59	Juan Cardona	2,182.04	Richard Correa	1,212.75	Jay Meyer	738.74
Garret Kun	5,912.44	Derrick Mason	2,172.23	Samantha Chui	1,198.40	Tania Tikitiki	735.71
Theresa Setefano	5,521.56	Ryan Bisanz	2,162.67	Michael Vasu	1,197.77	Kyriacos Davis	730.89
Brian Schreiter	5,391.57	Samuel Cohen	2,161.71	Patrick Bendure	1,187.54	Eli Pierce	728.86
Salima Abdin	5,289.65	Rita Charles	2,147.13	Debra Hepp	1,166.04	Amosa Faamanu	725.67
Allen Nelson	5,196.81	John Viar	2,070.62	James Reilly	1,166.00	Amelia Zeiger	718.43
Wade Humphries	5,152.21	Ryan Vopat	2,057.81	Seth Raymond	1,152.25	James May	716.01
David Wang	4,758.69	Alan Silverman	2,043.68	Jeffrey Bailey	1,151.59	John Passi	709.34
Thomas Vena	4,653.03	Rodney Ward	2,039.63	Dan Rubio	1,143.46	Marcus Noel	705.49
Kevin Davis	4,475.06	Aaron Gebke	2,037.76	Simon Rolland	1,138.49	Tosha Tremblay	701.96
Richard Barbour	4,432.92	Roger Fung	2,027.18	Lori Dacyk	1,128.31	Timothy Watson	699.46
Kasali Kotun	4,298.67	Chantal Daigle	1,978.98	James Aalders	1,126.39	Christopher Clark	691.11
Daniel Orr	4,228.88	Lesina Ah Sue	1,955.78	Vaaufiaio Robertson	1,097.77	Craig Strompf	686.00
Raymond Risucci	4,194.21	Mitch Duplantis	1,955.05	Matthew Parks	1,072.68	Gevorg Yanukyan	683.16
Harjeet Rana	4,176.89	Alba Wandurraga	1,924.46	Norman Sellen	1,048.06	Michael C Williams	668.39
Zachary Hart	4,109.56	John McGrath	1,907.33	Brian Wolchok	1,043.43	John Hughes	657.23
Steven King	4,010.03	Barbara Corigliano	1,886.50	Kellen Cuttance	1,036.22	Chad Neff	656.69
Levar Morgan	3,977.35	Kimberly Riley	1,881.24	Michael Romeo	1,036.00	Samuel Peacock	655.96
Danny Smith	3,767.07	Pamela Ladd	1,854.52	Ryan Hall	1,030.50	Kevin Burton	653.55
T J Powers	3,732.23	Summer Miller	1,847.02	Sean Lacroix	1,011.56	Lynn Jones	651.05
Darren Miller	3,665.66	Maria Greene	1,840.18	Danylle Guerrero	1,004.88	Seth Holmberg	616.82
Karen Gagarin	3,593.64	Richard Blake	1,834.10	Renee Jeffries	994.54	Michael Kyatt	611.95
David Ackerman	3,487.64	Kathryn Chaisson	1,785.26	Jeffrey Aleman	987.84	Amanda Wolfgang	610.63
Kilisimasi Segal	3,366.89	Eric Brown	1,782.50	Gregory Henderson	980.70	Rory Crockford	604.35
Justin Adams	3,160.25	Rudi Camenzind	1,741.76	Linda Jackson	976.62	Connie Cortright	591.53
Christine Hartman	3,030.70	Marisa Willgruber	1,658.57	Jeremy Harbin	957.29	Amy Buskas	580.76
Jason Mayer	3,021.87	Sanele Lafaele	1,622.34	Albert Lau	931.86	David Beard	573.99
Kraig Gilje	2,955.95	Travis Norman	1,605.23	Nicholas Wolle	921.56	Daven Hermosura	559.83
Todd Engelson	2,869.48	Nicholas Lorence	1,573.08	Andrea Nichols	916.99	Jarred Sykes	555.49
Matt Flores	2,787.72	James Allen	1,569.77	Darron Hacker	909.62	Wes Elder	555.20
Moswen Taylor	2,745.08	David Hausman	1,538.48	Joshua Champneys	906.95	Nic Iagulli	552.93
Karen McQuoid	2,619.88	Marcus Howard	1,518.64	David Gombkoto	905.05	Philip Abramovitz	549.05
Nicholas Engrav	2,582.33	Roger Weisman	1,504.82	Johnathon Bunch	901.32	Marino Baca	536.72
Ala Awad	2,563.75	Kenneth Greer	1,476.63	Nicole Johns	879.89	Robert Black	534.91

# Leadership Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Larry Perciro	\$532.10	Brent Arbour	\$332.88	Violette Ozeran	\$207.29
Jerry Sullins	528.10	Katharine Sealscott	330.98	Kevin Rendon	205.83
Michael Burningham	523.01	Kimona Hanson	328.90	T J Rowell	202.73
Ariel Sanchez	517.73	Don Tong	328.31	Natalie Linker	202.55
Wanda Draughon	507.53	Jared Mlinarich	325.04	Patrick Duray	200.17
Diane Johnston	496.90	Christopher Ammons	324.63		
Troy Skipper	493.07	Jaime Rozotto	323.53		
David Kellebrew	491.74	Jerry O'Reilly	321.19		
William Caraway	472.68	George Fallowfield	319.47		
Richard Coombs	466.75	Bruce Cuddy	317.91		
Robert Gerdes	454.70	Marsela Kresic	316.64		
Felix Berger	453.16	Matthew Willrodt	314.70		
London Burnett	448.90	Joseph Teyssier	307.47		
Richard Pauluk	447.86	Tasha Tucker	306.80		
Alfred Taren	447.37	Ronald Starr	303.73		
Loralee Vasquez	446.07	Marion Magat	303.59		
Maria Esposito	443.74	Brian Sundberg	301.63		
Amanda Beyersdorff	440.25	Gregory Easley	300.28		
Christopher Keller	427.15	Raphael Bouchereau	299.85		
Michael Boyer	421.42	Christopher Feiner	299.79		
Casey Kunash	421.07	Christopher Chovanec	298.88		
Matthew Melhorn	420.58	Willetta Graves	296.95		
Betty Christians	417.77	Maria Diringier	295.64		
Joshua Jackson	415.70	Susan Bergh	294.85		
Ricky Rice	414.27	Nicholas Rice	293.24		
Eric LaBossiere	413.68	Aaron Ashby	286.94		
Charles Mickens	411.53	James Cummings	286.47		
Maxine Moody	410.77	Christopher Freter	281.85		
Michael Fulkerson	409.95	Stephen Buckshot	279.17		
Andrew Aaron	407.75	Jeanette Lancaster	277.14		
Jon Gillmore	406.76	Jerry Kust	269.20		
Huihann Wee	402.17	Bradford Pigott	267.53		
Tracy Thomas-Shell	401.01	Nicholas Collins	261.18		
Kurt Papenhausen	400.39	Dante Ferrigno	256.96		
Christopher Eickelmann	397.95	Curt Snow	255.57		
Ashley McMurtry	396.26	Ernestine Rush	255.56		
Dina Cobos	390.08	Evelyn Nkwenti	255.43		
James Cunningham	382.19	Michael van Delft	254.77		
Joseph Hedborn	379.11	Thomas Reagan	253.71		
Timothy Kieran	378.65	Ryan Leong	250.62		
Curtis Moreland	378.08	Pablo Garcia	247.79		
David Urtado-Hernandez	376.51	Anthony Theriault	244.59		
Francis Cawley	360.59	Mark Beckford	243.24		
Ancil Bishop	359.07	Craig Beck	240.50		
Thomas Detienne	358.39	Jerry Moore	235.42		
Nicholas Patterson	357.61	Russell Miller	235.13		
Sean O'Reilly	355.74	Eddy Prellwitz	234.94		
Haoyu Xu	351.95	Damien Cannaday	233.73		
Henry Ingraham	349.98	Timothy Cruise	221.48		
Humberto Quintero	347.89	Cory Friedman	219.56		
Bonnie Williams	347.04	Dorian Brown	215.42		
Dustin Dunlap	339.19	Daniel Toshner	211.93		
Corey Carbon	337.53	Michael Schneider	207.57		

# World's Greatest Bonus

## Total: \$1,013,948.80

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Ofa Tupouniua	\$5,950.18	Samvel Tigranyan	\$1,851.31	Nanette Clay	\$1,495.75	Josh Juggassar	\$1,301.99
Lily Tchen	4,072.76	James Reilly	1,842.54	Nathan Champneys	1,483.60	Justin R Smith	1,297.22
Lesina Ah Sue	3,906.13	Ana Siau	1,832.20	David Gombkoto	1,478.92	Mark Neilson	1,295.50
Ann Wainit	3,772.36	Timothy Cruise	1,822.11	Roghie Hassan Loo	1,477.77	Christina Smith	1,294.20
Pafuti Toleafoa	3,556.24	Kristi Vang	1,818.71	Odilia Goulart	1,468.08	Jeffery Clark	1,293.81
Ross Ewen	3,498.00	Jose Lopes	1,816.13	Christine Gross	1,465.45	Omarh Torio	1,291.58
Amy Shui	3,480.94	Rachel Bryson	1,810.09	John Albertini	1,464.77	David Guzman	1,289.69
Maria Diringar	3,209.80	Scott Remmey	1,802.66	Shirley Young	1,459.48	Raymond Angeles	1,289.53
Dustin Dunbar	3,127.81	Hank Gordon	1,799.20	Shelton Fulsang	1,459.19	Mitchel Gale	1,288.99
Terrence Asuncion	3,018.16	Dustin Dunlap	1,790.05	Catalin Matyus	1,455.97	Anne Powihongi	1,288.61
Sosefo Petelo	2,982.71	Shahnaz Toloui	1,783.91	Christopher McFoy	1,455.65	Joshua Jackson	1,288.28
Ryan Kendl	2,874.44	Steven Stensrud	1,779.63	Niurka de Armas-Duran	1,452.46	Larry Finch	1,279.72
Michael Cook	2,803.10	Rodney Barlow	1,775.54	Daniel Taurisani	1,446.08	Ariana Jones	1,277.86
Katie Massart	2,760.63	Jonathan Emura	1,765.20	Blaise DiDonato	1,442.28	Derek Sandilands	1,276.19
Max Quasem	2,756.70	Jun Ma	1,751.18	April Rodenborn	1,438.77	Andre McCallum	1,274.62
Francis Cawley	2,746.90	Sandra Linse	1,748.72	Jose Lomeli	1,438.73	Rachael Mears	1,264.49
Siupeli Tuitupou	2,665.93	Steven Edgell	1,747.90	Chantal Levy	1,435.96	Tiffany Rovinski	1,262.78
Eugene Kashkin	2,660.77	Juan Reyes	1,747.72	Peter Kaplanis	1,430.81	Ilona Patterson	1,259.56
Eric Batchelor	2,607.88	Gregory Hayman	1,735.11	Jessica Santamarina	1,429.76	Chad Rowe	1,256.89
Bryant Hendley	2,443.91	Henry Ingraham	1,734.89	Samantha Chui	1,429.56	Steve Marker	1,247.83
William Parmeter	2,424.08	Gil Legarte	1,712.60	Michael Adams	1,423.84	Ruben Soberanes	1,246.77
Evan Wicklund	2,408.80	Atta Saleh	1,708.79	Ronald Rivera	1,423.18	Kevin Haines	1,243.11
Patrick Tannous	2,402.80	Michael Woo	1,697.10	Alan Rosen	1,423.03	Irata Passi	1,239.67
Victor Rodos	2,401.69	Maijargal Sukbaatar	1,692.19	Natalie Soboleva	1,421.53	Brandon Cooley	1,234.62
Eriteta Tauraoi	2,335.29	Elizabeth Lo	1,690.82	Robert Chobor	1,410.93	David Jackson	1,231.11
Luciana Mosca	2,282.28	Savanah Ekman	1,669.47	Shawna Hermann	1,409.09	Lima Drysdale	1,223.29
Brock Lampe	2,274.66	Brenton Betts	1,663.84	Colleen Devine	1,408.98	Mark Beatty	1,221.25
Mario Andres Chavez	2,194.83	Evelyn Nkwenti	1,652.61	Anthony Futules	1,407.89	Sunitila Eukaliti	1,221.12
Tasha Tucker	2,186.47	Nastassja Tucker	1,651.59	Stephanie Novel	1,407.89	Joshua Champneys	1,219.52
Daniel Bauer	2,177.24	Chena Blair	1,647.38	Amanda Rodriguez	1,407.33	Naron Hamilton	1,207.34
LaDawn Meador	2,163.89	Heuifanga Lauaki	1,641.72	Maria Rocha	1,402.53	Loretta Ekeroma	1,202.46
Matthew Hodge	2,160.83	Tiffany Hepner	1,633.61	Whitney DeLong	1,400.90	Jesse Wise	1,201.40
Rita Charles	2,158.66	Agatha Safford	1,629.28	Akil Mallard	1,398.41	Michael Perkins	1,196.39
Samson Adelufosi	2,154.07	Sharif Grays	1,628.98	Brian Blair	1,389.87	Tiffany Cummings	1,194.23
Jaime Rozotto	2,134.96	Manu Manu	1,625.32	Juan Cardona	1,387.50	Nathan Osborn	1,192.65
Helen Taylor	2,123.86	Kevin Davis	1,619.56	Bernard Oliphant	1,383.09	Catherine Brown	1,191.53
Omar Hashimi	2,110.10	Bianni Mahleo	1,610.78	Rockey Simmons	1,376.06	Zbigniew Stankiewicz	1,188.77
Joey Kennedy	2,105.59	Scott Hanna	1,610.58	Soraida Fonseca-Gonzalez	1,374.54	Lynn Parker	1,178.56
Ron Pavon	2,100.19	Alexandra Willgruber	1,598.02	Kelly McDonald	1,373.89	Twanna Tucker	1,177.23
Erickson Bencosme	2,093.59	Robert Ulreich	1,597.95	Erez Shabtay	1,369.06	Mark Kuehn	1,174.42
Toni Puamau	2,073.51	Alex Gonzales	1,579.58	Benjamin Van Fossen	1,361.82	Gerald Smyer	1,167.61
Filipo Havili	2,061.92	James Moland	1,578.72	Andrea Sayson	1,358.10	Steven Lucero	1,167.45
Zachary Hart	2,017.75	Maria Lealauloto	1,577.08	Jennifer Wehrle	1,353.10	Shaun Catli	1,166.23
Gina Flores	1,998.85	Shawn Reid	1,573.06	Enrico Paredes	1,350.33	Eduardo Sousa	1,163.64
Anthony Onukwugha	1,977.08	Barbara Stillwell	1,568.44	Timothy Kieran	1,345.92	Harry Kochi	1,161.03
Russell Morris	1,969.03	Troy Tripp	1,559.80	Wander Lima	1,343.97	Beau Springer	1,160.04
Ed Olfert	1,964.20	Lee van Delft	1,554.74	Candace Engelson	1,334.96	Peter Stay	1,154.28
Elvis Obanor	1,950.65	Philip Abramovitz	1,550.66	Bruce Viaje	1,334.90	Xavier Lozano	1,148.85
Stephanie Kies	1,937.68	Bryan Peters	1,547.59	Michael Segulla	1,334.76	Tibor Simon	1,142.57
George Lahamedjian	1,916.07	Deborah Agrifoglio	1,540.57	Craig Strompf	1,331.78	Sharon Brenner	1,138.20
Robyn Stewart	1,895.40	Jose Harb	1,535.67	Carmelo DeCicco	1,327.28	Lafi Papalii	1,137.33
Joshua Goldstein	1,893.65	Marion Magat	1,514.20	Karen Sessing	1,322.33	Linda Jackson	1,135.54
David Ramirez	1,891.85	Andrew Haskins	1,513.62	Tatjana Tikhonov	1,322.27	Roxanna Bernal	1,131.42
Mohamad Masri	1,882.09	Marvin Chalwe	1,511.64	Beth Snow	1,321.83	Kenneth Mitchell	1,127.98
Michal Majewski	1,874.14	Fritznel Octave	1,507.40	Jeremy Engrav	1,320.83	Melissa Losk	1,126.71
Michael van Delft	1,864.96	Randoph Souliers	1,505.51	Douglas Zigby	1,312.58	Scott Davison	1,125.10
Sally Wilson	1,858.48	Mickenzie Linse	1,504.30	Lisa Wood	1,308.38	Connie Hughes	1,119.20



# World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Matthew Young	\$1,108.67	Keith Heggaton	\$976.87	Christian Napiza	\$875.26	Danny Vasquez	\$799.32
Dennis Titcombe	1,107.80	Alfred Taren	974.77	Elias Hazen	873.09	Peter Athas	797.78
Michael Hasibar	1,106.87	Matthew Lukesh	972.88	Mitchell Look	872.24	Mitchell Spears	794.78
Brandi Hershey	1,106.44	Sean Hanson	971.66	Michael Mandella	871.91	David Moir	793.40
Kevin Miller	1,105.17	Sebastian Kazek	966.13	Javier Esquivel	869.70	Robert Drake	791.50
Aric Lopez	1,104.58	Shawn Melvin	965.92	Doris Aguilar	869.68	Afamasaga Pavihi	791.25
Susan Lewis	1,104.15	Richard Sprigg	964.95	Alejandro Martinez	869.37	Sione Latuhoi	790.77
Joshua Swogger	1,098.96	Maria Faaso	964.30	Raymon Reynolds	869.07	Daniel Rhoades	789.44
Corey Neff	1,095.15	DeAnthony Hartman	964.12	William Doby	868.70	April Rhodes-Colts	789.00
Faiga Ene	1,093.45	Lucky Faaititi	964.11	Roger Weisman	867.24	Garrett Shaffer	786.17
Vaisima Unu	1,085.30	Evelyn Anderson	963.84	Samuel Chang	864.95	Hicham Elazhari	785.04
Faiiu Mataafa	1,079.39	Jason Adamo	963.37	Christopher Freter	864.81	Gary Garofalo	781.87
Mafi Ulutoa	1,073.24	Jacqueline Reim	962.49	Chad Turner	864.66	James Welsh	775.80
Mark Bluestein	1,072.94	LaTasha Tabb	961.15	Justine Horn	862.42	Tosha Tremblay	775.06
Irena Manojlovic	1,072.00	Michael Yoxheimer	960.86	Alon Fischer	861.26	Daniel Pinschmidt	773.52
Kevin Ishikane	1,070.65	Andrew Helgeson	958.96	Rory Crockford	860.84	Aso Mika	772.12
Ronald Friedlander	1,069.89	Sanele Ahlam	958.62	Edward Robertson	859.04	Gabriel Feldmann	771.78
Scott Smith	1,069.82	Adrienne Collins	957.44	Gabriel Manzo	858.18	Jake Conley	770.17
Brook Meeks	1,069.38	Ryan Ward	956.47	Sherri Stoklasa	858.06	Cynthia Wilwayco	769.79
Keith Broadnax	1,068.57	Paul Samra	955.89	Brody Baxter	855.35	Stephanie Claypool	769.20
Orett Nelson	1,059.81	Dustin Kiss	949.85	Theodore Greer	854.83	Jason Snelgrove	767.61
Yadollah Pourjalali	1,058.18	Geoffrey Neville	946.59	Allan Gilbert	851.53	Patricia Lee	766.56
Rebecca Birdwell	1,057.57	Delores Joseph	946.14	Julie Aprahamian	851.14	Terryon Desso	766.02
Sheila Costa	1,055.87	Syed Quadri	946.08	Nicholas Thompson	850.16	Steven Sparkes	765.65
Francis Ifopo	1,053.06	Ellen Weinstein	945.95	Pamela Drury	850.02	David Benamati	763.65
Chinda Vongkhampha	1,052.47	Harold Durana	940.58	David Beard	847.05	Sandra Cortes	762.78
Michael Matteo	1,049.86	Allan Munro	936.70	Charles Steele	846.92	Angelika Vassilieva	761.44
Dawn Selden	1,049.76	Jeremy Welch	933.60	Courtney Lovsteen	846.81	Christopher Manzelli	761.27
Joshua Phipps	1,046.53	David Swaney	933.49	Carlos Sanchez	846.68	Palekoula Taufateau	760.38
Taulai Siau	1,044.94	Lakimblee Freeman	933.12	Taumaaoe Maligi	846.33	David Peebles	758.72
Marko Jankovic	1,040.04	Jason Duty	933.07	Amanda Thibado	844.21	Travis Eick	758.53
Denice Copp	1,038.21	Brock Bode	932.50	Brendan Coffey	843.42	Veronica Herrera	752.99
Eddie Dhillon	1,035.25	John Roll	932.29	Sonja Wilcher	843.08	Tammy LaBello	749.86
Frank Jendusa	1,033.17	Traci Peterson	932.15	Rebecca Sharpe	842.96	Alicia Vinklarek	749.22
Meliane Moeakiola	1,031.63	Jacquelyne Batiste	930.67	Christopher Rocco	842.65	Danielle Jankowski	748.51
Jane Dunlop-Sipa	1,031.00	Barbara Corigliano	928.81	Kwame Micah	841.70	Jenna Timmerman	747.75
John Reynolds	1,030.15	Lou Utumapu	928.19	Mark Graham	841.63	Roberta Saley	747.73
Angela White	1,029.42	Juliet Romanishin	922.50	Richard Cleveland	841.55	Ryan Saridakis	746.56
Stephen Bonovich	1,028.36	Semi Halanukonuka	919.92	Felicity O'Halloran	841.31	Dominique Bertoncini	746.06
Benny McCarty	1,027.97	James Murphy	919.47	Manuel Chavez	841.24	Mark Akler	743.76
Vivian Greer	1,027.89	Brian Welsh	916.65	Cecilia Asopardo	841.04	Gwonhyouk Nam	743.03
Pauline Ruff	1,025.42	Seongwan Ro	916.42	Ronald Nicolli	839.89	Justin Germany	742.95
Jacqueline McHugh	1,020.92	Joshua Silvers	914.25	Mathew Weber	839.22	Tian Luo	739.48
Thomas VanOsdol	1,019.50	Cedric Moore	913.81	Jayne Herrick	838.78	Michael Schumacher	738.35
Angeles Ordas	1,019.12	Derek Robb	909.01	Amir Sedaghat	838.69	Tiffany Rintone	734.37
Sammar Miquel	1,013.13	Adeyemi Akinade	908.56	Manuel Gogolin	834.39	William Charnow	734.34
Nicole Johnson	1,010.16	John Setu	903.70	Vanessa Morris	832.63	Jinzhou Zhao	733.76
Anthony Kachelmeier	1,006.81	Nadine Reyes	901.99	Lydia Lozano	830.92	Mercedes Ayala	733.75
Akbar Hosseini	1,005.85	Robert J Dunn	898.08	Mark Kukieliski	830.75	Brian Culp	730.03
Seth Pogue	1,004.83	Atapana Faimalo	897.95	Jason Barbour	829.94	Debra Williams	727.97
Lemlem Zerayesus	1,004.19	Michael McIntosh	897.41	Craig Dreiling	826.34	Marsela Kresic	726.36
Svetlana Belkina	1,001.34	Sean Casey	893.78	Jared Cleckner	825.76	Joel Wilson	724.61
Dustin Surace	995.41	Amy Kelley	893.77	Rachel Voehl	824.53	Jake Yagjian	722.87
Paul Jones	994.24	Kevin Appasamy	893.04	Kristen Fitzhugh	823.89	Bradley Gray	721.61
Matt Moore	993.00	Rachel Wilson	891.10	Kayla Chavez	822.04	Rita Haidinger	721.27
Paul Lawson	992.95	Graeme Bollinger	890.44	Jeremy Harbin	818.43	Rufus Cathey	720.86
Florence Eli	991.84	Joshua Lenix	890.42	Aaron Fry	815.16	David Faraway	718.41
Nadezhda Vitchev	991.68	William Lee	883.97	Felisha Fullard	813.01	Nancy Manivong	716.99
Donald Wold	990.31	Karolina Brandvs	881.37	Amie Greene	812.64	Kelly Damon	716.37
Heidi Regel	988.66	George Fallowfield	880.97	Vatapuia Vavau	812.50	Kevin MacKinnon	715.89
Erik Boyd	986.12	Christine Moulton	878.71	John Young	801.57	Paige Quezada	714.72
Billy Wilder	984.36	Herivelto Pereira	878.14	Jason Thompson	800.52	Stephen Buckshot	714.49
William Vandusen	982.61	Jason Oliver	876.68	Terry Sutton	799.85	Angela Knox	714.08
Duane Robertson	980.77	Jacob Alte	875.99	Casey Kumash	799.70	Justin Kelling	713.03

# World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Anthony Leggett	\$712.19	Otari Bater	\$646.54	Ryan Liddiard	\$581.16	Paul Pakenham	\$520.43
John C Johnson	706.98	Andrew Coleman	646.34	Diane Carrion	579.04	Mario Chavez	520.15
James Aalders	705.75	Jennifer Holliday	646.04	David Fung	576.91	Malcolm Redd	520.15
Andrew Aaron	705.29	Matthew Cisneros	643.46	Amber Cochran	576.72	Clinton Talbert	519.93
Felix Berger	705.09	Murphy Bergeron	641.50	Kelly Bloomfield	576.55	Darren Desaulniers	515.92
Katrice Hunt	704.74	Kelly Yingling	640.49	Daniel Bernard	576.33	Vaimoana Sitanilei	515.63
Brian Morse	704.45	Angela Manzo	639.09	Andrew Dailey	576.32	Layla Strange	514.71
Juanita Fussell	703.99	Heather Founds	638.78	Sonia Marin	573.79	Angelica Galeana	514.67
Anthony Vankirk	702.73	Gina Kolo	637.91	Ronnie Williams	572.05	Lucyna Ostrzycki	513.06
Kiana Bowles	702.36	Michael Cordes	636.63	Craig Baxter	571.22	Richard Coombs	512.82
Jerry Hussey	702.22	Levi Johansen	636.04	Eliza Laviano	569.23	Dustin Coulter	510.14
Rocio Price	701.81	Devin Phillips	635.78	Donna Patterson	568.03	Jason Gold	509.15
Jamie Anthony	701.70	Miranda Burrell	634.07	Chad Panzer	567.63	Paul Bevis	509.12
Natalie Wagner	701.03	Amelia Zeiger	633.67	Tommy Buchanan	567.47	Wayne Pearson	508.77
David Saez	698.75	Cleon Solomon	632.65	Evelyn VanHouten	567.30	Bradley Ellison	507.76
Varun Tripathi	698.73	Kasali Kotun	631.39	Iosefa Failua	564.50	Felicia Ricks	507.14
Daniel Amaro	698.46	Katherine Scheib	630.50	Olesya Gurlova	562.21	Joseph Opulski	505.10
Thomas Sands	697.98	Alex Newport	629.38	Alan Laabs	561.08	Jay Banner	503.46
Sean O'Reilly	695.63	Deborah Johnson	629.26	Joshua Hail	559.56	Erin Stiles	501.99
Brenda Howell	693.79	Jeffrey Bailey	627.53	Teresa Guthrie	559.03	Adam Budge	501.81
Troy Vernon	692.22	Sheree Risley-Aragon	623.57	Stephanie Lally	557.45	Richard Nypower	499.94
Aghayni Nazarian	692.19	Adam Funk	623.34	Daniel Potilechio	556.05	Donald Bryson	497.55
Casey Sperzel	688.98	Dustin Klingebiel	623.08	David Urtado-Hernandez	555.19	William Gordon	496.84
Matthew Nereng	687.90	Catherine Minor	622.38	Steve Dicken	554.74	Dennis O'Connell	495.78
Raquel Redmon	686.24	Desi Dimitrova	622.28	Claire Sieber	553.51	Richard Johnson	495.62
Anthony Wolf	684.49	Michael Valbuena	620.06	Humberto Quintero	552.61	Ronald Barkley	494.56
Heather Vernisic	683.98	Bernardo Lopez	619.98	Jean Reese	552.53	Clayton Roberts	494.51
Cesar Lara	683.55	Sione Halo	619.84	Bradford Brummett	551.64	Ronald Marx	494.30
Pamela Furuya	682.99	Melissa Hyland	619.54	Holly Cook	550.11	Frederick Hyde	492.44
Audrey Johnson	682.02	Joseph Fox	616.17	Brian T Mitchell	550.05	Njeri Njoora	492.41
Jessica Smith	681.80	Ruben Fuentes	616.00	Jared Singleton	548.09	Walter Rohrbacher	492.13
Clayton Snow	681.40	Amandeep Gill	615.90	Patricia Hayes-Bosquez	547.76	Larry Abraham	490.29
Carlos Rodriguez	681.37	Robert Barnes	615.60	Herman Lewis	546.92	Norman Lew	490.21
Tyler Zemenchik	681.20	William Pipkin	615.33	William Rappe	545.95	Jermaine Gunter	489.61
Brian Dingle	678.53	Anthony Gerald	615.14	Kyriacos Davis	545.03	Matthew Stephenson	489.31
Melissa Gilroy	677.94	Nicholas Salmicky	614.01	Anthony Christman	544.04	Tricia Stallings	488.74
Bradley Kampmeier	676.20	Mark Harhager	613.22	Christopher Hintz	543.97	Dennis Urbanowski	486.33
Christopher Feiner	675.62	Jason Hoffman	613.03	Morgan Romero	543.10	Jared Earl	485.93
Yvonne Zarathustra	674.39	Paul Snyder	612.02	Zach Luhr	542.23	Hinenui Jury	485.91
Richard Carter	674.26	Raymond Terawaki	611.95	Bubba Sosby	541.86	Ashley Cesta	485.29
Matthew Turnquist	672.93	Seth Raymond	611.64	Gian-Paolo DiBerardo	541.25	Christella Lambert	484.90
Emil Mohareb	672.84	Roheen Safi	610.08	Gagandeep Klair	539.68	James Nesmith	483.71
David Kupperblatt	670.98	Scott Salisbury	609.40	Rasheed Galloway	539.36	Michael Pesola	483.43
Cole Cowan	670.95	Paul Boutwell	608.16	Gail Arundale	538.92	Heather Hewitt	480.47
Fredrick Hamilton	669.86	Jeffrey Ostlund	607.93	Michael Weeder	537.51	Robert Cline	479.07
Eric Eun	668.63	Josh Wheeler	604.76	Annastasia Seuli	537.11	Samy Jacques	478.30
Toni Sanders	666.61	Christopher Wren	603.55	Scott Schlee	537.05	Jillian Manning	478.23
Allison Bankowski	666.24	Lamine Diakhate	599.57	Jared Mlinarich	536.12	Shawn Chambers	478.23
Nicholas Davis	666.15	Stacy Randazzo	598.63	Sharon Nigota	535.79	Carmela-Adryann Valerio	476.50
Betty Hewlett	665.84	Philip Currie	596.61	Isaac Wilford	535.59	Phillip Montano	476.03
Tiffany Shim	665.65	Joseph Schroeder	595.40	Steven Truver	535.21	Olga Tsybal	475.72
Gary Prokop	663.61	Kristin Garramone-Hager	594.33	Taslina Kersnowski	534.60	Nathan Leininger	474.85
Matthew Winter	662.29	Harvey Griffin	593.79	Narbeh Manoukian	533.94	Paul Smoley	473.02
Sonia Pegrarn	660.77	Nicholas Despoteris	593.00	Maryam Rahmani	532.36	Dru Rooks	472.68
Yenni Le	659.90	Ricardo Vera	590.74	Penani Manumaleali	531.89	Patricia Longenecker	471.79
William Bonati	656.64	Rodney Chaney	588.49	Andre Bishop	531.21	Donald Ware	470.53
Jonathan Rivera	651.14	Richard Medinger	587.98	Sharmanda Gawel	530.75	William Wilson	468.27
Daniel Marechel	650.55	Albie Udom	587.85	Kalolaine Tukia	529.57	Thomas Davis	468.03
Roy Skinner	650.48	Ben Halali	584.57	Sujata Kapadia	526.32	Steve Nwagbo	467.23
Thomas Bryant	648.89	Shiwa Hollingsworth	584.00	Brent Leathers	523.73	Derron Alexander	462.90
Peter Hudousek	647.99	Bei Xie	583.73	Matthew Diulus	522.72	Amy McBride	462.56
Jamar Burnette	647.96	Mark Danner	583.07	Marama Randell	521.91	Jay Newsome	462.55
John Bergman	647.43	Joseph Quintons	581.80	Catherine Wilkie	521.61	Dante Ferrigno	461.73
Benton Tong	646.64	Daniel Sherman	581.57	Glyn Hurst	521.37	Sharena Howard	460.78

# World's Greatest Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Crystal Reeves	\$459.81	Scott R Davis	\$415.93	Timothy Attleson	\$377.01	Ryan Leong	\$341.02
George Sturge	459.72	Christopher Chovanec	415.12	Nichole Tera	376.79	Jason Nichols	340.42
Garrett Jones	459.67	Lavar Bennett	414.95	Marisa Willgruber	376.48	Austin Ferguson	340.35
Timothy Clark	457.06	Mark Glazer	414.36	Litia Ahsam	375.66	Jeff Benson	340.19
Robert Larkrith	456.40	John Gross	414.05	Alba Wandurraga	375.12	Lawrence Hauck	340.15
Antonio Woods	456.22	Emmanuel Villaseñor	413.41	Jonathon Bailey	374.48	Jeff Lamar	339.58
Rebecca McDowell	455.89	Nancy Collins	411.44	Daniel Armstrong	373.01	Keyra Montoute	339.42
Aaron Haskins	454.09	Robert Vincent	411.26	Toakase Loamanu	371.92	Robert Flott	337.50
Craig Finnie	453.62	Steven Schnitzer	408.65	Andrea Marulanda	370.92	David Romfoe	336.42
Melissa Flanagan	452.90	Maxwell Sinard	407.17	Robert Schall	370.89	Andrew Roza	335.95
Michelange Louis	452.61	David Garbarskiy	406.59	Perquida Osborne	370.81	Iryna Sushkova	335.33
Terence Vinson	452.46	Jose Rubio	406.37	Scott Florin	370.70	Jamie Strahl	334.66
Amosa Faamanu	452.13	Darryl Graham	405.58	Teodor Bahchevanov	370.22	Jordan Jones	334.62
Sione Pouanga	451.89	Peter Patrie	405.32	Kathryn Parker	368.83	Christina Guerrero	330.52
Barry Estep	450.87	Nick Triantos	403.40	Mark Bleier	368.83	Jamison Weatherspoon	329.15
Faamaoni Fruean	449.90	Bruce Tan	402.93	Gerald Mickie	366.71	Michael Sheets	329.05
Tonyon Williams	449.63	Preeti Sahgal	402.74	Lisa Stewart	365.77	Jennifer Shelton	329.00
Kyle Wrobel	449.42	Solomua Tavoi	401.75	Vidette Collins	365.31	Cindy Bickford	327.99
Amanda Wolfgang	448.12	Joseph Peplinski	401.27	Peer Shmelzermoratin	364.90	John Donily	327.85
Grover Pepper	445.55	Jamie Solis	400.05	Jeff Spanaus	364.39	Charles Perkins	327.35
John Houghton	445.23	John Viar	399.67	Kenneth Greer	363.76	Preston Foster	326.91
Michael C Williams	444.47	Nicholas Wilt	398.96	Dmitriy Kagan	363.56	Brian Jensen	325.92
Lee Jeffers	444.44	Gary Smith	398.74	Emiliasio Klementis	361.64	Devin Mohamed	325.58
John Doherty	443.53	Iakopo Maituo	398.57	Maritza Cruz	360.50	Stephen Oleszkowicz	325.40
Tutoatasi Pale	442.80	Darrell Pagan	398.15	Greg Schoenbachler	359.96	Rodney Gause	325.03
Quisha Castro-Lopez	441.58	Chad Hatfield	396.62	Andrea Luke	359.95	Gregory Parker	324.94
Ruth Charlesworth	441.25	Jennifer Dykes	396.61	Ziad Aafouallah	359.43	Samantha Serrano	324.43
Harold Hendricks	440.60	London Burnett	396.01	Janet Bingham	359.16	Jorell Washington	324.07
Joseph Schneider	438.77	William Richards	395.79	Brittany Bradshaw	358.83	Nathan Foti	323.78
Catherine Trigero	437.92	Michael Phillips	395.54	Matthew Willrodt	358.48	Alia Aslam	323.17
Anthony Ferrara	437.87	Chau Tran	395.33	Bo Stawicki	358.08	Ronald Berube	321.81
Dulce Jimenez	437.78	Adrian Moya	393.60	Linda Byas	357.15	Thomas Adkins	321.55
Stephanie Grzechowiak	436.25	Lleison Martinez	393.52	Michael Quandt	355.78	Charles Sweeney	320.94
Leslie Bywaters	435.57	Daniel Posner	392.67	Richard Henry	355.71	Karen Blain	320.62
Sangmi Choe	435.48	Daniel Toslner	392.24	Jason Stein	355.44	Nicholas Bloom	320.57
Troy Plummer	435.21	Vera Leus	391.36	Craig Friestad	354.94	Naera Pomare	319.92
Erica Schmied	433.86	Bruce Cuddy	391.25	Peter Kwiatkowski	354.88	Silvia Cruz	319.81
Denea Bowen	433.46	James Schneider	391.03	James Cummings	354.87	Mark McElroy	319.65
Yvette Rembowski	433.37	Kenyatta Harris	390.51	James Hayash	354.48	Magda Figueiredo	319.58
Richard Luzaich	432.63	Vaufiao Robertson	390.18	Nicole Magill	353.81	Steven Janev	318.34
Tobias Konnersman	431.02	Christine Moore	388.25	Moemoe Talatana	353.44	Viet Chung	316.50
George Polychronopoulos	430.95	Lisamarie Rangiano	388.17	Bradley Ohlsen	353.18	Jose Hernandez Camargo	316.46
Don Tong	430.56	Curt Snow	388.02	Byron Nakagawa	352.27	Alamagoto Tekori	316.33
Debra Hepp	429.38	Beverly Evans	387.81	Michael Catalano	350.32	Alvin Hagens	315.99
Preston Turner	428.77	Ricardo Tavares	387.75	Darren Wolf	350.02	William Peterson	315.65
Robert Stott	428.03	Jonathan Mosley	386.93	Rebecca Allbaugh	349.28	Joshua Robertson	315.10
Patrick Taylor	426.40	Mabelyn Rojas-Fernandez	386.64	Matthew Kajfez	349.21	Gordon Moxc	312.64
Heather Crowley	425.62	Steve Bowder	386.56	Richard Ronbeck	349.11	Sean Lacroix	311.55
Allen Beerman	424.85	Michael Nguyen	386.26	Ignacio Franco	348.96	Robert Grant	310.13
Viliani Pole	424.72	Sandra Whye	385.82	Norman Candelore	348.70	Fernando Silva	309.35
Frank Toscano	424.68	Stephen Archer	385.74	Earnest Loveless	348.34	Vakhtang Nazaryan	309.21
Steven Haberman	424.05	Kristina Thacker	385.35	Amy Snow	348.13	Erin Moyer	308.87
Gregory Vansuch	422.49	Andres Sylva	384.98	Christopher Kim	347.81	Ramin Maghsoud	307.24
Steven Young	422.25	Christina Penque	383.24	Francisco Zarathustra	347.61	David Higa	307.15
Mark Gorman	421.85	Kenji Leonard	382.75	Ronald Starr	347.44	Lauren Kolodny	306.26
Thomas Krueger	421.30	Daniel Luper	382.66	Ancil Bishop	346.57	Michael Horton	305.95
James Dolan	420.86	Jessica Wilhite	382.43	Brian Weinewuth	345.22	David Falucci	304.82
Jeffrey Aleman	420.14	Michael Benney	381.86	Lytton Brown	344.47	Johnathon Bunch	304.72
William Heath	419.11	Mona Balidemaj	381.53	Caleb Douce	344.33	Kaixun Yang	304.11
Travis Omara	419.04	Diane Crawford	380.48	Sean Tennant	343.15	Robert Bacon	303.95
Tammera Simeona	418.80	Adiv Zaret	380.25	Sheleen Brzozowski	342.46	LeKendrick Wilson	303.18
Summer Miller	417.99	Jason Anderson	379.92	Ungatea Mau	341.98	Kelsey Baran	302.68
Todd Pettingill	416.26	Marchon Tatmon	379.22	Steven Rotherforth	341.92	Jet Clark	302.44
Nicole Johns	416.15	Frank Cousins	378.98	Cory Trepanier	341.14	James Cannon	302.13

# World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Thomas Collinworth	\$300.56	Alanna Swenson	\$274.69	Stephen Main	\$247.50	Milcah Nakachwa	\$218.25
Peter Chung	300.39	Kelly Smith	274.30	Sara Valenzuela	247.12	Cora Nadeau	218.16
Atif Shahzad	299.98	April Armor	273.62	Jeanne Reinhart	246.60	Ryan Parr	217.11
Arnold Iacoviello	299.84	David Borghi	273.54	Jason Miller	245.98	Freda Thomas	216.68
Charles Bixby	299.42	Donald Dick	273.05	Louie Gonzalez	245.31	Danielle Swehla	216.55
Michael Collins	298.71	William Yeaton	271.96	Monique Metanson	244.77	Nicole Joyner	216.06
Byron Stuckless	298.02	Matthew Finney	271.65	William Hartley	243.09	Ruby Parks	215.89
Scott Fodor	296.78	Jason Albertz	271.61	Kuresa Nanai	242.87	John Kemp	215.74
Jonathan Howard	295.71	Ryan Puvogel	271.34	Michael Scudder	242.54	Frank Pisacane	215.47
Cheryl McLean	295.32	Edward Harris	271.04	Daniel V Smith	242.33	Thomas Hill	215.42
Michael Reed	295.23	Alba Lopez	270.95	Brian Sundberg	242.10	Debra Reader	215.37
Amanda Beyersdorff	295.22	Jenny Sample	270.95	Samuel McClure	241.80	Maria Paukofe	214.85
Robert Simmen	294.33	Amanda Stoebe	270.89	Matthew Blizzard	241.64	Paramjit Sangha	214.28
Landon Thalman	293.97	Patrick Robitaille	270.01	Joni Bolme	241.60	Sheila Murphy	213.55
Robert Barzyk	293.80	Phillip Jenkins	269.67	Juan Sanchez	239.83	Valeriy Narodetskiy	213.26
Julius Coco	293.04	Brandon Braun	269.61	Gabriel Pantely	238.84	Vicki Korinko	213.20
James May	293.00	Marvin York	269.48	Marie Lindo	237.54	Rae Tackett	212.56
Omry Cohen	292.71	Lazarus Echeta	269.35	Leslie Salfity	237.44	Wilfredo Merced	212.46
Mario DePinto	292.55	Deborah Spurgeon	269.18	Carlee Patrick	237.40	Amber Nunnely	212.39
Patrick Deane	292.51	Jerry Sullins	269.09	Laura Abrams	237.27	Alisa Mora	212.36
Edward Corbett	292.34	Justin LaParl	268.95	Thomas Soloweyko	237.02	Denise Ferguson	210.87
Donald Hill	291.61	Richard Mercado	268.69	Richard Handlir	236.56	Matiniu Scanlan	210.82
Livingston Reid	291.25	Joshua Hanet	267.79	John Whaley	233.74	Matthew Wilford	210.03
Michael Lucarelli	290.90	Bridget Delande	267.49	John Keiderling	233.69	Patrick Roane	209.97
Thomas Tulowiecki	290.88	Shriya Shah-Chamberlain	267.38	Kyle Milner	233.48	Deborah Nuss	209.60
Paola Sanchez	290.83	Chris Wilcox	267.17	Trudy Sakaguchi	232.23	Sylvie Mahe	209.46
Mary Ann Gaelic	290.21	Michael Ford	266.80	Lucinda Kaptur	231.73	Bruce Jensen	209.42
Jared Seminoff	289.43	Tonya Kelley	266.63	Christopher Gonzalez	231.71	Taeioa Inia	209.26
Dennis Keplinger	289.12	Nazia Tuitupou	265.45	Rawinia Kemp	231.62	Kevin Holtz	208.99
Ronald Trombetta	288.89	Jerckarra Page	264.67	Danielle Finan	231.59	Aaron Parks	208.64
Kevin Murray	288.73	Franklin Rafanan	263.36	Willon Charles	231.48	Brian Schreiter	208.49
Christina Beckmann	288.63	Matthew Gillen	263.19	Charlene Losse	230.47	James Garnett	207.80
Anthony Tricarichi	288.00	Fualau Pelenato	262.41	Matthew Palmer	230.09	Taina Agaimalo	207.75
Joseph Mahoni	287.74	Keith Litterst	262.14	Landre Clark	230.02	Frank Ventura	207.67
Comiesee Sampson	286.14	Sara Gilley	261.10	Andrew Glasser	229.34	Anthony Balloutine	207.53
Toni Morris	285.60	Mark Beckford	260.12	Derrick Mason	229.10	Gwendolyn Barnett	207.37
Filipo Patau	285.00	Dale Meyer	259.62	Tyler Stansell	229.04	Paul Radel	206.09
Tarryn Fredericks	284.67	Jeffrey Timmons	259.38	Larry Broy	228.66	Renard Leggett	205.38
Jon Gillmore	284.59	Pece Kozovski	259.33	Cara DeFiore	228.51	David Burton	204.38
Julie Wells	284.35	Susan Finger	259.13	Malynn Jones	228.37	Tim Schroeder	204.25
Adam Niman	283.45	Willie Johnson	258.94	Adrienne Allen	228.28	Jamar Jordan	203.55
Christina Burdi	283.42	Scott Patterson	257.41	David Ubnoske	228.17	Lawrence Broniszewski	203.40
Tyler Endicott	282.90	Michael Yip	256.94	Andrea Barenholtz	227.54	Emanita Pohahau	202.85
Jacinta Fidow	281.92	Christopher Newman	256.52	James Piazza	227.06	Keith Keller	202.68
Ashken Dangleben	280.93	Troy While	255.86	Fale Uisa	226.74	Michael Cato	202.63
Todd O'Neill	280.81	Kristen Duncan	254.73	Rosa Savea	226.36	Gregory Linfoot	201.98
Sylvia Walker	280.53	Joel Delgado	254.66	Patrick McGrogan	226.26	Anthony Mutter	201.76
Chester Ash	280.37	Gary Lonsberry	254.61	Felicia Price	225.67	Patrick Ward	201.76
Ariel Sanchez	280.29	May Manumalealii	254.37	Joseph Venuti	224.44	Arlene Grosso	201.64
Tanner Court	279.95	Kevin Wurn	253.90	Jerry Wheeler	224.05	Amr Shater	201.16
Maritza Soto	279.78	Ryan Stanton	253.50	Christopher Anene	223.96	Joey Sales	200.72
Sorana Blackfoot	279.74	Andrell Smith	253.14	Richard Evans	223.90	Irene Bertucci	200.33
Patricio Mamaclay	279.67	Sunita Varghese	252.14	Jasmine Colon	223.82	Nedelka McLean	200.20
Karen McQuoid	277.80	Robert Lindsey	251.81	Teresa Leckrone	223.30		
Trampis Cornwell	277.51	Marlene Gaunce	251.38	Keith Bryant	222.91		
Jeffery Churchfield	277.45	Daniel McQuoid	250.92	Daniel Stuber	222.78		
Richard Pauluk	277.32	James Raber	250.86	James Bearce	222.16		
Jeremiah Morales	276.34	Jesse Matthews	250.51	James Ulman	222.13		
Anthony Matthews	276.28	Zalika Sterling	250.03	Shaun Rice	221.26		
Christopher Williams	275.82	David White	249.65	Sita Pereira	221.17		
John Roterman	275.63	Clement Ideozu	249.61	Steven Perez	220.75		
Dina Cobos	275.34	Irakli Dolidze	249.13	Amylee Johnston	219.22		
Robert Casey	275.26	Juan Cordova	248.22	Allen Stone	219.22		
Jerry Hampton	274.90	German Viviano	247.52	Tremel McLaughlin	218.72		

# Reinstatement Bonus

## Total: \$50,306.44

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Sami Mogannam	\$4,022.88	Glyn Hurst	\$618.34	Yeni Losano	\$346.51	Stephanie Paskett	\$263.40
Lance Martin	2,586.92	Patrick Parisi	610.38	Eddy Prellwitz	342.63	Stephanie Novel	254.01
Benton Tong	1,661.93	Diane Lombardo	606.15	Samantha Chui	335.07	Hank Gordon	249.99
David Higa	1,269.99	Erez Shabtay	563.43	Keith Broadnax	333.15	Nancy Crampton-Brophy	247.41
Arthur Westergren	1,117.31	Patrice Wise	548.10	Keith Hadayia	328.86	Scott Patterson	247.02
Sarah Quint	1,085.38	Tatjana Tikhonov	540.19	Larry Chick	311.55	Sandra Bailey	238.65
Allan Gilbert	959.03	David Garbarskiy	532.53	Corby Jespersen	311.04	Antron Adkison	237.93
Daniel Potilechio	889.75	Earnest Loveless	521.04	Summer Miller	310.08	Loralee Vasquez	228.54
Earle Harris	887.64	Evan Holzhauer	517.14	Elvis Obanor	307.38	John Bulecza	226.50
Nathan Leininger	886.77	Lina Namu	509.25	Heidy Morataya	304.83	Ronald Rivera	225.65
Juan Cordova	873.33	Robert Ford	507.84	Angel Arista	289.02	Arnold Iacoviello	222.06
Christopher Newman	820.05	Anthony Leggett	490.62	Karen Stockwell	285.00	Ryan Puvogel	215.67
Frank Kolligian	770.32	Richard Davis	442.23	Alba Wandurraga	284.30	James Rolshouse	213.54
Steven Lucero	748.77	Jason Stein	438.00	Rodney Ward	282.00	Carlo Bonifazi	208.23
Rigoberto Pedroza	700.89	Norbert Medina	434.40	Steven Janev	271.44	Ronald Friedlander	207.06
Bradley Weigand	700.35	Amanda Johnson	412.68	Lawrence Turk	270.66	Lawrence Broniszewski	202.35
John Keiderling	678.15	Ghina Malaney	397.79	Adam Niman	269.25		
Scott Kim	660.54	Nabil Spahi	376.02	Diane Johnston	265.02		
Mark Lindenmann	652.74	Salvatore Giacchi	354.03	Brent Arbour	263.82		

\* All qualifiers listed achieved at least \$200 in bonus totals